

Diksha Pandey

Product Manager

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Motivated, results-driven & experienced Product Manager with over 6 years of diverse experience in product handling. Proven ability to lead and manage teams, and develop innovative solutions for complex problems. Flexible and versatile thrive in rapidly changing situations & deadline-driven environments, and always remains open to new challenges. Acquired highly developed sets of skills with a proven ability to manage personnel and programs, improve processes, and accomplish objectives regardless of budget cuts and time constraints. Exceptional communicator, skilled at developing highly productive relationships with vendors, clients/customers, and stakeholders. Demonstrate leadership in communicating business goals, program objectives, and processes for the functional business segment. To secure a position that will utilize my organizational abilities and educational background and be an active part of the company in achieving its goals.

SKILLS

People Management Operations Management Client Relations Regulatory Compliance Campaign Creation

CRM Tracking Training & Development Project Reporting Problem Resolution Quality Control

Strategic Planning Time Management Work Flow Management Team Leadership

WORK EXPERIENCE

Product Manager

Nuvama Wealth

2019-2023

Mumbai, India

Achievements/Tasks

- Product introduction, training of sales team and advisors on product, processes & policies.
- Coordinate marketing & sales activities related to the products introduced.
- Define targets for the department, broken down into clear objective targets for all team members. Develop insurance business supporting the sales team.
- Provide direction to the team & personally drive efforts to ensure targets for the department are met consistently.
- Revenue generation target and its multiplication driven at desk.
- Relationship building with insurance companies & liaisoning for activity management.

Product Handling For Mutual Funds

Edelweiss Broking Ltd

2018-2019

Mumbai, India

Achievements/Tasks

- Assisting partners and front-end staff for transacting in mutual fund online.
- Conduct training to increase the number of partners channel and to use the software and its exquisite features.
- Analyze and study numbers, conducting various business campaigns for the front-end staff and the department.
- Assign task in terms with data provided for increasing number of transactions.
- Activity planning, execution and overall management.

WORK EXPERIENCE

Relationship Manager

Edelweiss Financial Services Ltd

2017-2018

Mumbai, India

Achievements/Tasks

- Marketing of Financial products. Business generation through allotted portfolio of financial advisors. Active liaising with asset management companies. Conducting various people's training & development programs. Creating strong network of advisors to mobilize mutual fund business.

ACHIEVEMENTS

2019-2022: Life Insurance Business increased 6 times in 3 years.

2018-2019: Mutual Fund Business made paperless.

2016: Survey on understanding customer centricity in retails banks (ICICI Bank-Pune)

EDUCATION

Masters in Banking & Finance (MBA) (70.5%)-2018

DY Patil University, India

Bachelor of Management Studies (BMS) (60%)-2016

Kes Shroff College, Mumbai University, India

Post-Graduate Program - Data Science & Business Analytics (Pursuing)-2024

Great Lakes University, India

ACADEMIC PROJECTS

- Food Hub Data Analysis - Analyzed the data to get a fair idea about the demand of different restaurants which will help the food aggregator company (Food Hub) in enhancing their customer experience and improve overall business.
Skills and tools: Statistical Methods for Decision Making - EDA (Univariate and Multivariate Analysis), Matplotlib, Correlation Map.
- E-news Express - Analyzed the data and performed a statistical analysis (at a significance level of 5%) to determine the effectiveness of the new landing page in gathering new subscribers for the news portal.
Skills and tools: EDA (Univariate and Multivariate Analysis), Hypothesis Testing.
- State Wise Health Income & Hair Salon: In the first case study analysis was done to cluster the states considering both health and economic indicators. By grouping states with similar conditions, the goal was to provide the government with valuable insights for implementing targeted measures to improve the health and economic conditions of each group. The second case study analysis was done with Principal Component Analysis (PCA) which encompasses various variables related to a salon chain's market segmentation. The goal was to analyze and interpret the principal components
Skills and tools: Data pre-processing (Outlier check & scaling), Hierarchical clustering, K-means clustering, Principal Component Analysis.
- Firm Level Data & Car Crash: The first case study involved research on 759 firms. Analyzed and predicted the sales of these firms on the bases of the details given in the dataset such as sales, capital, employment, etc. so as to help the company in investing consciously. Also, provided them with 5 attributes that are most important. The second case study involved analysis of car crashes. Details of car crashes were provided, among which some people survived and some didn't. Used the data in predicting whether a person will survive or not on the basis of the information given in the dataset and provided insights that will help the government to make stronger laws for car manufacturers to ensure safety measures. Also, highlighted important factors on the basis of which the predictions were made.
Skills and tools: Linear Regression, Logistic Regression, Linear Discriminant Analysis, Model Building (OLS summary, R squared, Adjusted R squared).
- Shark Tank Companies & Transport Data: The first case study contains 495 entrepreneurs making their pitch to the VC sharks, the analysis was done to identify which entrepreneurs got a deal and who didn't. The second case study involved a consulting company and providing transportation to the employees. The analysis required to understand how the employees preferred to commute (between home and office). Based on the parameters like age, salary, work experience etc. the goal was likely to predict the preferred mode of transport. The project required to build several Machine Learning models and compare them so that the model can be finalized to predict the preferred mode of transport.

Skills and tools: Model Building, Bagging, Boosting, Random Forest, Adaboost classifier, Text Pre-processing, Word Clouds.

TECHNICAL SKILLS

- Microsoft Office (Word, Excel, Power Point & Outlook)
- Statistical Methods (Predictive Analysis, Hypothesis testing, PCA, Text Analytics)
- Machine Learning (Classification, Regression, Clustering techniques, Decision trees)
- Programming Languages (Python, SQL)
- Data Reporting tool (Power BI, Tableau, R - In Process)

PERSONAL DETAILS

Date of Birth	12/01/1995	Nationality	Indian
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LANGUAGES

English		Gujarati	
Marathi			

REFERENCES

Available upon request