

Harsh Jain

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Summary

A product Manager with **2+ years** of experience in software development and management, driving innovation and optimizing performance for a **EdTech** platforms serving **50,000+ concurrent users**. **Increased revenue by 2.5% (\$500K annually)** through strategic feature integration. Established data-driven decision-making processes, resulting in a **15% increase** in user engagement. Collaborated across teams to deliver impactful solutions, benefiting 100,000+ students in the education technology sector. Also Demonstrated rapid product development skills by delivering an MVP in 3 weeks as part of a Competition

Work and Projects

Built AIDO as a product manager (MVP)

- Developed and implemented strategies based on **insights gathered** during weekly brainstorming sessions, directly addressing the three most significant obstacles encountered by sales representatives when managing client relationships.
- Defined and articulated the **product vision and strategy**, created **PRDS**, to deliver the Minimum Viable Product (**MVP**) within tight deadlines (**3 weeks**).
- Created targeted user profiles through rigorous testing sessions that included **over 30 participants**, enabling focus on critical features such as automation tools which **saves time** for the **sales agent by 90 minutes per day**.
- Led development and refinement of the MVP through 3 iteration cycles, incorporating **feedback from 10 industry mentors** to ensure product-market fit.
- Established **3 key KPIs** to measure product success, resulting in accurate analysis of product performance and guiding **3 major product improvements**.

Case studies (Ref: <https://harshjain.my.canva.site/>)

- Improving product Adoption (Netflix)
- Paradox of choices (Prime videos)
- Simplifying personal finance

Projects: AIDO, Cambridge One (associated with **Cambridge University and Press**)

Experience

08/2022 – PRESENT

Software Engineer (APM Experience) | Compro Technologies | Delhi, India

As an APM

- Revenue Growth: Integrated a customer-demanded feature, driving a 2.5% increase in revenue by expanding the user base through user-focused solutions
- Cross-Functional Collaboration: Worked closely with cross-functional teams to gather and analyze user behavior and requirements, leading to the successful delivery of the Custom Grading system for Cambridge One.
- Cost Optimization: Spearheaded the creation and implementation of the user stories in the sprints for the new caching strategy, reducing data storage costs by 10% while maintaining high performance amid increasing concurrent users.

As a Software Engineer

- Page Load Improvement: Utilized performance tools such as Lighthouse and Webpage Test to reduce page load times by 2 seconds on key pages, ensuring a seamless user experience during periods of high traffic.

Skills

•Product Strategy and Roadmap •Data-Driven Decision Making •User Research •Performance Optimization •Product development •Team Collaboration •SQL •Wireframing •Customer Empathy •Software Development •JavaScript

Education

Product Manager in Residence | Unlearn Product | Remote | 07/2024 - 10/2024

Selected as Demo Day finalist, showcasing a fully functional MVP developed from concept to **completion in just 3 weeks**. Received commendation for innovative solution and rapid execution, leading to potential investor interest.

Electronics and Communication Engineering | GGSIPU | Delhi, India | 08/2018 - 08/2022

Achieved an outstanding 8.7 CGPA out of 10. Consistently maintained position in the top 5% of the class, demonstrating all round skills and dedication to learning