Ashitosh Derkar

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PROFILE SUMMARY

Detail-oriented professional with 33 months of experience across analytics, operations, and cross-functional collaboration, with a growing interest in product management. Skilled in customer journey mapping, gathering user stories, and creating BRDs to align product goals with business needs. Experience managing A/B testing and prioritizing features based on data-driven insights. Proficient with tools like Aha!, Figma, and ClickUp, and experienced in KPI tracking and automating workflows using Python and Power BI. Passionate about leveraging analytics and cross-functional teamwork to solve customer challenges and build scalable product solutions.

EDUCATION

MBA - Product Management   Jun 2024 – Present

Harishankar Singhania School of Business, JKLU

- Focus on Software Products, GenAI, and Strategic Management.
- Managed product roadmaps using Aha! and built prototypes with Figma, FigJam, and Glide.io.
- Explored product automation using OpenAI APIs.
- CAT 2023: 97.25 percentile | GMAT 2023: 700 score.

B.Tech - Mechanical Engineering   Jul 2016 – Jun 2020

National Institute of Technology (NIT) Calicut

- Major project: Aluminium metal composite using powder metallurgy.
- Built Arduino-based automation projects with independent coding.
- Designed prototypes using SolidWorks and CATIA.
- Internship: Reliance Industries (Jamnagar Refinery) – 2 months.
- CAT 2020: 95.6 percentile | JEE: Top 1%.

PROFESSIONAL EXPERIENCE (33 MONTHS)

Business Associate   Dec 2023 – Jun 2024

Merilytics, Hyderabad

- Collaborated with cross-functional teams to align project goals and KPIs.
- Managed product roadmaps and feature prioritization using ClickUp.
- Developed analytical solutions using SQL and Power BI for a US-based CPG client.
- Automated reporting with Python, delivering real-time business insights.

Subject Matter Expert   Jun 2022 – Jun 2023

Amazon Development Centre, Bengaluru

- Identified customer pain points and mapped customer journeys for deal audits.
- Gathered user stories and developed BRDs for a ticket allocation system.
- Implemented A/B testing to optimize ticket allocation, balancing team workloads.
- Collaborated with engineering and business teams to improve platform UX and workflows.
- Tracked KPIs to ensure alignment with team scorecards and performance goals.

Area Manager   Feb 2021 – Apr 2022

Reliance British Petroleum Mobility Ltd., Nagpur

- Led operations across 16 fuel stations, spanning five districts.
- Launched seasonal diesel campaigns, driving a 20% increase in sales.
- Conducted market analysis to prevent supply disruptions and optimize operations.
- Worked on process optimization during Graduate Engineering Trainee tenure.
- Completed corporate training on operational efficiency and safety audits.

SKILLS AND COMPETENCIES

- **Product Management Skills:** Roadmap creation, feature prioritization, BRD development, A/B testing, customer journey mapping.
- **Collaboration Tools:** Aha!, ClickUp, Figma, FigJam, Glide.io.
- **Analytics & Automation:** SQL, Power BI, Python, OpenAI API integration.

LANGUAGES

- English (Expert), Hindi (Native), Marathi (Native), Telugu (Beginner), German (Beginner).