

# YOGESH PATI

## Product Manager

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### PRODUCT & MANAGEMENT SKILLS

**Product Management:**Product Development, Product Vision, Product Lifecycle  
Feature Prioritisation, Writing User Stories, Defining Product Requirements, Product Roadmap, Drive Product Development, Driving Business Decisions, Scalable Data Modeling, User Centric Products, Driving customer-focused, Go-To-Market Teams  
**Agile Methodologies:**Agile, Scrum, PRD, UI/UX Design  
**Business Strategy:**Business Strategy, Stakeholder Management, Team Leadership, Training  
**Soft Skills:**Strong Communication, Problem-Solving, Adaptability, Team Collaboration, Critical Thinking  
**Innovation:**Driving Innovation, Defining Product Vision

### TECHNICAL SKILLS

- AI Tools:** ChatGPT, Copilot, DALL-E
- Programming & Development:** Python, Dart, Flutter, Android Studio, MySQL
- Data Analytics & Visualisation:** Excel, Tableau, Power BI, Google Analytics
- Project Management & Collaboration Tools:** JIRA, Twilio, CRM Applications, SaaS
- Design Tools:** Figma, Canva

### CERTIFICATIONS

- Master Product Management (BYOP)** - FutureVersity School
- Agile Scrum Master Certification** - Udemy
- Google Analytics** - Google Analytics Academy

### PROFESSIONAL SUMMARY

**Product Manager & Data Analyst** with 6+ years in product strategy and development, combining management insights with technical skills. Holding a PGDM in Marketing and Operations and an Executive PG in Data Science from IIIT-B, I specialize in Agile methodologies and lifecycle management. As a **Product Consultant** for EduVoyage Solutions, I developed the fuSSION CRM app and created a Course Recommendation quiz via API integration. Proficient in Python, Tableau, Flutter, JIRA, Figma, and Canva, I focus on delivering scalable, data-driven solutions.

### PROFESSIONAL EXPERIENCE

- Product Consultant** Feb '22 - Oct '24  
**EduVoyage Solutions** Hyderabad, IN
- Led the project end-to-end**, overseeing EduVoyage Solutions from ideation through market research to launch, establishing it as a competitive education consultancy in Hyderabad.
  - Established the EduVoyage website, integrating APIs and using data-driven insights to streamline service delivery, resulting in a 30% boost in user engagement.
  - Fostered key stakeholder relationships and strategic partnerships, securing alliances with upGrad, **Texas Reviews**, and other institutes
  - Analyzed student admissions and partner engagements using ChatGPT 4, Python, SQL, and Tableau to inform the development of diverse policies encompassing **admissions, operations, marketing, and strategy**, resulting in a 20% increase in student admissions
  - Implemented Agile methodologies, specifically Scrum, to enhance project efficiency by 20%, leveraging ChatGPT 4 and Flutter for coding and development tasks.
  - Contributed to a 30% boost in operational efficiency by applying lean methodologies such as **Kaizen and Six Sigma**, and implementing agile practices
- Business Development Manager** Mar '18 - Oct '21  
**BYJU'S (Think & Learn Pvt. Ltd.)** Pune, IN
- Drove sales revenue uplift in Raipur by launching targeted customer loyalty programs in Maharashtra and Chhattisgarh, resulting in a **doubling of revenue**
  - Directed a team of 45-60 BDTs and 20-25 BDAs, emphasising **hands-on workshop-based training and performance enhancement**, resulting in a 30% boost in productivity

### PROJECTS

- Build Your Own Product (BYOP)** Jul '24 - Present  
**FuSSION CRM**
- Pioneered the FuSSION CRM app for MSMEs, utilising AI insights from ChatGPT to enhance functionality and user experience while employing Flutter and Dart with Agile methodologies in JIRA for project management.
  - Conducted market research to define unique selling propositions (USPs) and developed a strategic roadmap informed by AI analytics.
  - Authored PRD and BRD, prioritised features with AI-enhanced Gantt charts, and implemented AI-driven analytics dashboards; the project is currently in development with planned user-driven refinements.

### EDUCATION

- Executive PG Program in Data Science** Jan '23 - Apr '24  
**IIIT Bangalore**  
**Kirloskar Institute of Management, Pune** Apr '16 - Apr '18  
**Post Graduate Diploma in Management**