

YOGESH PATI

Product Manager

📞 8501914606
✉ connectwithyogeshp@gmail.com
🌐 yogeshpati.com
in YOGESH PATI
🔄 PatiYogesh
📍 Hyderabad

PRODUCT & MANAGEMENT SKILLS

Product Management: Product Vision, Product Perspective, Existing Product Line, Define Project Requirements, Refine User Stories, User Stories, Product Roadmap
UX and Design: UX, UX Team, UX Design Principles, Interaction Design, Product Documentation, User Research, User Research Methodologies
Agile and Delivery: Agile, Agile Methodologies, Prioritise Delivery, Product Backlog, Establish Acceptance Criteria, Sprint Demo Sessions, Product Owner, Scrum, PRD, UI/UX Design, Continuous Product Improvement, Strategic Direction
Additional Skills: New Features, Contract Management Applications, Product Management Practices, Sales, Research
Business Strategy: Business Strategy, Stakeholder Management, Team Leadership, Training, B2C, Cross-Functional Teams
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