Tanmay Mandwekar

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Professional Summary

Product professional experienced in building B2B SaaS and technology solutions. Skilled at combining user empathy, technical expertise, and business acumen to create products that improve customer experience, streamline workflows, and unlock new revenue opportunities. Hands-on across the full product lifecycle from discovery and design to development, launch, and go to market.

Education

Indian Institute of Technology Bombay, B.Tech in Mechanical Engineering   2020 – 2024

- **Relevant Coursework:** Developing Proof-of-Concept, Operations Analysis, Industrial Engineering and Operations Research, Computer Programming and Utilization, Numerical Analysis

Work Experience

Business Analyst (Product Team), Kale Logistics Solutions – Mumbai, IN   Nov 2024 - Present

- **Discovering new Products and Services** - Conducted market research with 50+ stakeholders to identify logistics pain points and developed end-to-end shipment tracking and document compliance solutions that increased user satisfaction and stakeholder revenue.
- **Built AI-powered document generation solution** - Designed automated logistics document system using AI that reduced critical document creation time from 30+ minutes to under 2 minutes.
- **Built market intelligence platform** - Created analytics dashboard using BI tools to track shipment visibility gaps and compliance bottlenecks, resulting in 50% increase in qualified leads for B2B logistics software sales.
- **Delivered end-to-end logistics solutions** - Wrote user stories for shipment tracking and compliance features, coordinating cross-functional teams to reduce manual compliance work by over 60%.

UI/UX Product Design Intern, PowerZest Energy Solutions – Mumbai, IN   June 2023 - July 2023

- **Redesigned company website** - Redesigned company website to create new ecommerce-focused design that centralized product showcase and enhanced online sales experience.
- **Established data-driven measurement framework** - Implemented Google Analytics tracking and defined key performance metrics to monitor user engagement and validate product improvements post-launch.
- **Optimized ecommerce experience to drive sales** - Built prototypes and executed 3 rounds of user testing on product descriptions and checkout flows, improving conversion rates by 40%.

Projects

DriveWay - Car Rental App   *Link to case Study*

- **Solved complex user experience challenges -** Researched and designed comprehensive car rental platform addressing key friction points in vehicle discovery, booking complexity, and location services.
- **Built comprehensive app flow for key features -** Designed user journey maps and feature interactions, then developed working prototype to test core assumptions and validate product-market fit.

(More projects on portfolio)

Skills

Product Management: Product strategy, Roadmaps, User stories, Requirements writing, A/B testing, Product metrics analysis, Go-to-Market strategy, Customer journey mapping, Agile methodology, OKRs/KPIs

Technical: SQL, HTML5, CSS3, JavaScript, React, Node.js, Python, C++

Business: Market research, Data analysis, Competitive analysis, Business case development, Cross-functional collaboration, Executive presentations, Project organization

Tools: Jira, Azure DevOps, Figma, PowerBI, Qlik Sense, Notion, Flourish, MS Excel, MS Word, MS Powerpoint