

# Tanmay Mandwekar

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## Professional Summary

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Product professional with experience building B2B SaaS and innovative technology solutions. Skilled in combining user empathy, technical expertise, and business acumen to create impactful products that enhance 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 execution.

## Education

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Indian Institute of Technology Bombay

2020 – 2024

B.Tech in Mechanical Engineering

## Work Experience

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**Business Analyst (Product Team)** – New Product and Services

Nov 2024 - Present

Kale Logistics Solutions – Mumbai, IN

- **Interviewed 80+ stakeholders** to capture requirements, identify pain points, and **validate product-market fit**.
- **Authored detailed PRDs and user stories translating business and user needs** into actionable requirements.
- **Signed MoU with the Government of India** to implement **nationwide end-to-end track and trace solution**.
- **Designed AI-powered document generation solution**, reducing **creation time from 30 min to under 2 min**.
- **Developed AI chatbot**, enhancing usability, tracking, and **cutting tech support workload by over 60%**.
- **Created analytics dashboard** using BI tools for market intelligence, **increasing 50% B2B software sales leads**.
- **Worked on platform services**, enabling component reusability and **accelerating deployment time by 40+%**.

**UI/UX Product Design Intern**

June 2023 - July 2023

PowerZest Energy Solutions – Mumbai, IN

- **Designed prototypes** and conducted user testing to **improve usability** and guide product decisions.
- **Redesigned company website** to create a **new e-commerce focused design** that centralised product showcase.
- **Implemented Google Analytics and KPIs tracking** to **measure user engagement and product impact**.

## Projects

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**DriveWay - Car Rental App**

*Link to case study*

- **Conducted competitive analysis** and user research to **inform feature prioritization and product roadmap**.
- **Optimized car rental app UX** and validated product-market fit **through prototyping and user journey design**.
- Iterated on designs based on usability testing and feedback, **refining concepts to enhance user experience**.

*(More projects on portfolio)*

## Skills

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**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

**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