

NIRAJ KUMAR

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Education	MASTERS' UNION SCHOOL OF BUSINESS.	Gurgaon
Jul-Jan 2023	Candidate for Program in Product Management <ul style="list-style-type: none">● 2nd Place in Start-up Weekend from 16 teams. Created 'TRIAL ROOM', a metaverse platform to make job selection easy.● 1st Place in Start-up Weekend from 8 nationwide teams. Created SODASHI, a decentralised data sharing marketplace.● Received the All Rounder title in the cohort of 60 Product management students.	
2020	Y Combinator Startup School Online Interacted with 50+ ventures and YC Alumni for peer consulting, debugging and resource sharing One of the finalist for the Y combinator Seed Fund for our Startup Lexeg (<i>Legal Tech startup</i>)	Online
2015-2017	DELHI UNIVERSITY, CLUSTER INNOVATION CENTRE Bachelor of Technology, IT and Mathematics : 74%	Delhi
2012-2015	ARMY PUBLIC SCHOOL Class 12 (CBSE): 90.8 % (PCM with Computer Science) Class 10 (CBSC): 9.8 CGPA	Mammun Cantt
Experience	FITTERFLY (Funded Healthtech Startup, \$12M in Series A)	Mumbai
May 2022 (20 months) Present	Product Manager - II <ul style="list-style-type: none">● Designing and Planning of the Therapy Design Engine, focusing on creating coach-less interventions adaptable for diverse needs.● Worked on B2B partnerships to create a PWA for users of insurance partners, onboarding 10,000+ new policyholders monthly.● Led the design and launch of the DTx backend platform, enhancing UI/UX and reducing coaching times by 50%● Designing and Launching of New Prime Program with Group Sessions increasing the sales of new program by 10%● Identifying the gaps in collecting user feedback and building in-app user feedback flows that help to understand the user needs and improve the user journey.	
Jan 2019 (38 Months) Mar 2022	Legex (Legal Tech startup, started in 2019, acquired by sublime consulting in 2022) Co-founder & Tech and Product <ul style="list-style-type: none">● Generated over INR 10 million in total revenue within 24 months by bootstrapping and scaling the venture, resulting in a 3% increase in Monthly recurring revenue.● Reduced service turnaround time by 30% by creating internal tools to increase efficiency and automating legal document paperwork for company compliance.● Selected among the top 5% of 10,000+ startups in the YCombinator W19 batch for the final interview round.● Developed a legal search engine for finding contextual judgement in Supreme Court cases, helping lawyers to find cases for their citations in court and reducing their search time by 2.5 days. (rework)● Scaled to a team of 8 developers and 13 interns for product development till we got acquired in Mar '22.	Delhi
Jan 2019 (6 Months) Aug 2019	Keysight Technologies, Angular Fullstack Developer <ul style="list-style-type: none">● Contributed in developing PathWave e2e framework, automation framework for components and plugins.● Contributed in PathWave Foundation PVP verification + Ipc Connectivity for plugin-to-plugin communication● Created scripts to automatically check and update any changes in the PVP framework(rework in outcomes)● Setup Jenkins server and slaves for CI/CD and Kubernetes for devops container management.	Gurugram
Summer 2017 (3 Months)	Debox Design, Software Developer <ul style="list-style-type: none">● Developed a cross platform react-native application with google assistant action to help students manage attendance	New Delhi
May-2016 (6 Months) Dec-2016	DRDO Defence Research & Development Organisation Research Intern at ISSA Lab, Delhi <ul style="list-style-type: none">● Establishing a local server for bomb area coverage and radar placement strategy● Used Computer Vision ,Linear Algebra, Python to calculate no. of radars to cover max area possible	New Delhi
Participations	<ul style="list-style-type: none">● 2nd Position, Startup weekend, Built a startup MVP and pitched to 2 investors for funding. - Masters Union, 2022● 3rd position, Robotics designing, Built a Line following robot (LFR) and football playing robot, - Techfest, CIC, 2017● 1st position, Embedded system robot, LFR building competition - Techfest, LNMIIT, Jaipur, 2017● 3rd position, System vulnerability checks - Swat the Bug, Techfest, Hansraj College, 2016● 1st position, Ethical Hacking, Overnight Hack the website challenge - Hackathon, IIT -D, 2015	
Skills	Product Management- Product Development, Product Roadmapping, Stakeholder Management, Jira, Google analytics, Wireframing, Prototyping, Microeconomics, Innovative thinking, Business Model Innovation. Languages: Python, C++, Reactjs, Angular, GraphQL, tailwind Platforms: AWS, Git, Jenkins, Docker, Kubernetes, figma, Mixpanel, Jira, Clickup, Metabase	
Research Projects	<ul style="list-style-type: none">● Ethics in Business and Management: Published research proceedings at National Symposium on Ethics and Values, 2017. How understanding employees could empower the organisation's ethics? A new perspective on personality.● Blockchain Based ERP system (managed a team of 3)Built an ERP system for HR with IBM Hyperledger for blockchain records, smart contracts for payslip automation and docker file for easy installation of system.● 3D printed prosthetic limbs Sponsored (75 Lacks fund) project by University of Delhi to develop 3D printed prosthetics, enabled with IoT	