AYUSH AGRAWAL

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PROFESSIONAL SUMMARY

Highly Data driven, Agile problem solver. 2yrs in early stage tech startups. Specializes in building scalable products and processes using data, technology and management. Part time python based Backend Developer.

SKILLS

- Agile (SCRUM)- JIRA
- Hypothesis testing
- Digital Marketing
- Strategic planning
- Wireframing and PRD preparation
- javascript, django,gas

- Advanced Excel
- python, R and SPSS
- Mixpanel, AdEspresso
- PL/SQL
- Google Spreadsheet automation
- VBA and Macros

WORK HISTORY

Project Manager - Product Development
CatchThatBus (Online Bus Ticket Platform Startup) – Kuala Lumpur, Malaysia

Dec'16- Present

- Delivered latest login-signup and wallet feature in Android and iOS app.
- Leading Shuttle project from concept to delivery, approved by Local Government
- Leading revamp of Inventory management system for Operators
- Product owner of revamping fleet management tool for Vendor.
- Forming Retention and Data science team from ground up.
- Handling independently Google Analytics, GTM, Smartlook and Mixpanel.

Operations-cum-Product Manager (First employee for the startup)
Cityflo ('Uber' for Shuttle Startup) – Mumbai, India

Oct'15- Dec'16

- Hired, setup and managed two teams viz. operations and customer support, each comprising of 6-8 members.
- Led product development of internal support center, CRM and driver android app.
- Mentored a team for developing complete operations and sales analytics dashboard.
- Responsible for setting and maintaining KPIs in operations, supply and customer support.
- Improved procurement by eliminating inefficiencies and organizing campaigns for vendors, leading to decrease in supply cost by 18%
- Developed PRS (Performance rating system) for complete operations using regressive data analytics, resulting in reduction of number of quality issues by 30% within 3 months.
- Designed and developed complete ad hoc CRM for overall operations using google appscript in google Spreadsheet with Integrated Analytics.
- Developed beta versions of multiple process flows for all internal teams prior to full scale development by understanding the root level processes.

Product Analyst Internship
Truebil (Second Hand Car Marketplace website)-Mumbai, India

Jun'15- Sep'15

- Conceptualized and shipped 'Quick Sell' product feature.
- Spearheaded company launch in Pune city
- Developed complete post sales process over G .spreadsheet using javascript.
- Setup complete supply chain analytics to optimize inventory and workforce.

EDUCATION

Bachelor of Technology: Engineering (Chemical)
Harcourt Butler Technological Institute, Kanpur, India **(Top Engineering college in India)**

2011-2015

- 1st Division (Top 10% of Class)
- Coursework includes Engineering Economics and Management & Statistics
- 95% in senior high school CBSE Board (Delhi Public School)
- 90% in high school CBSE Board (Delhi Public School)

ADDITIONAL INFORMATION

- Captain of college Lawn Tennis team.
- Enthusiastic about full stack development.
- Statistical internship in 4front Analytics, Kanpur (IIT Kanpur Incubator Center) .
- 'Foundation in Analytics' course by IIT Kanpur; Awarded 1st position.
- MOOCs: Analytics Edge by MIT, Data Analysis and Statistical Inference.