

ASHOK JAIWAL

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OBJECTIVE

Highly accomplished and results-driven Product Manager with a proven track record of driving innovative projects from conception to successful execution. Adept at leveraging expertise in AI, IoT, and product development to create impactful solutions. Experienced in founding and scaling startups, with a strong background in finance and a keen understanding of market trends. Recognized for exceptional leadership, strategic vision, and ability to deliver tangible results in dynamic environments. Passionate about leveraging technology to solve complex problems and drive business growth.

SKILLS

- Product Management
- Agile Methodologies
- Market Research
- Leadership
- Team Management
- Communication
- Market Research
- Fundraising
- Pricing and Strategy

EXPERIENCE

Sr. Product Manager

Axar Soft | Hong Kong

Nov 2023 - Present

- Translated client requirements into the successful development and launch of a full-body tracking mobile game.
- Led R&D for training of TensorFlow models to recognize body poses for a virtual gym instructor.
- Led lawyer profile generator for specific projects based on competing lawyer with LLM
- Conceptualized and delivered FamilyGPT bot to manages family chores, finances, documents, recipes etc.
- Drove R&D and marketing of training Stable Diffusion models to generate dating profile photo.
- Led conceptualization and development of POC for a multilingual, context aware educational IoT AI toy for children.
- Led a team to develop AI powered automated resumes submission enquires including branded resumes, cover letter etc.
- Guided client in development of automated system for travel business to respond with itineraries for incoming queries.

Product Lead

RioDeFi | Hong Kong

Nov 2021 – Sep 2022

- Set strategic roadmap for the GameFi NFT collection and marketplace, guiding the project from concept to launch.
- Led cross-functional teams in setting and executing the roadmap, ensuring alignment, and maximizing efficiency.
- Mentored and empowered team members, fostering ownership and accountability for successful delivery.
- Monitored progress and made agile adjustments to optimize outcomes and drive success.
- Led team of designers, developers, artists, and junior digital marketing professionals to deliver top-notch products.

Chief Product Manager (Co-Founder)

Lecker Labs | Hong Kong / New York

May 2018 – Oct 2021

- Co-founded Yomee, an award winning FoodTech IoT product brand.
- Planned and managed a successful crowdfunding launch of \$250,000 with over 1000 pre-orders.
- Successfully led fundraising campaign, securing \$3 million in private equity, government grants, awards etc.
- Conducted user surveys, developed pricing strategies, and analyzed demographics and competition.
- Secured \$50,000 in government funds for patent, worked with patent lawyers to implement the patent strategy.
- Spent 6 months in New York City at Food-X startup accelerator.
- Company shut down due to COVID-19.

Chief Product Manager (Co-Founder)

Ezee Systems | Hong Kong / San Francisco

Jul 2015 – Mar 2018

- Co-Founded Ezee Systems, which built an IoT home media cloud for families,
- Raised more than \$250K USD in crowdfunding and shipped over 3500 units, launched on Amazon Launchpad
- Managed user surveys, implemented pricing strategies, conducted demographic analysis, and competitive analysis.
- Scaled the company to \$5 million and exited in 2018.
- Spent 6 months in San Francisco at Hex Boost startup accelerator.

Product Analyst

Goldman Sachs | Hong Kong

Jun 2012 – May 2015

- Introduced unified dial-in number for over 800 video conferencing facilities, saved over 20,000 hours saved annually
- Achieved over 2 million conference calls in six months, saving an estimated 2 minutes per call for 30,000 employees.
- Led construction of three new video conferencing facilities, reducing costs by 25% and improving operational efficiency.
- Implemented remote monitoring for 300 conferencing facilities, realized over \$2 million annually in operating costs

EDUCATION

MBA

Hong Kong University of Science and Technology

May 2012

Won first prize in business plan competition, lead the tennis team, and stood second place in university games.

BSc

Hong Kong University of Science and Technology

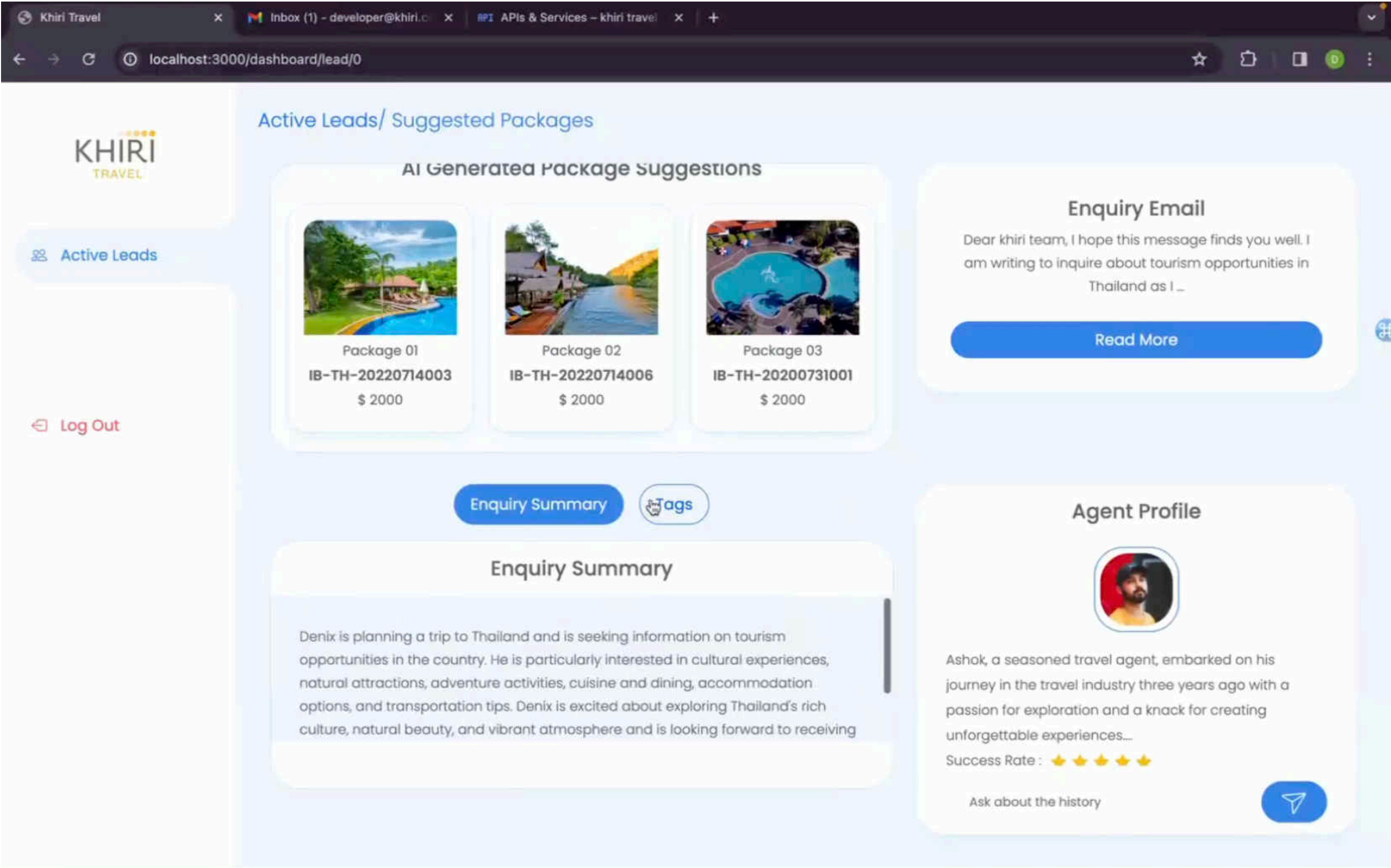
Jul 2009

Stood second place in national science fair.

AI Generated Travel Packages

One of Thailand's top travel agencies wanted to automate the sales process using AI for faster response.

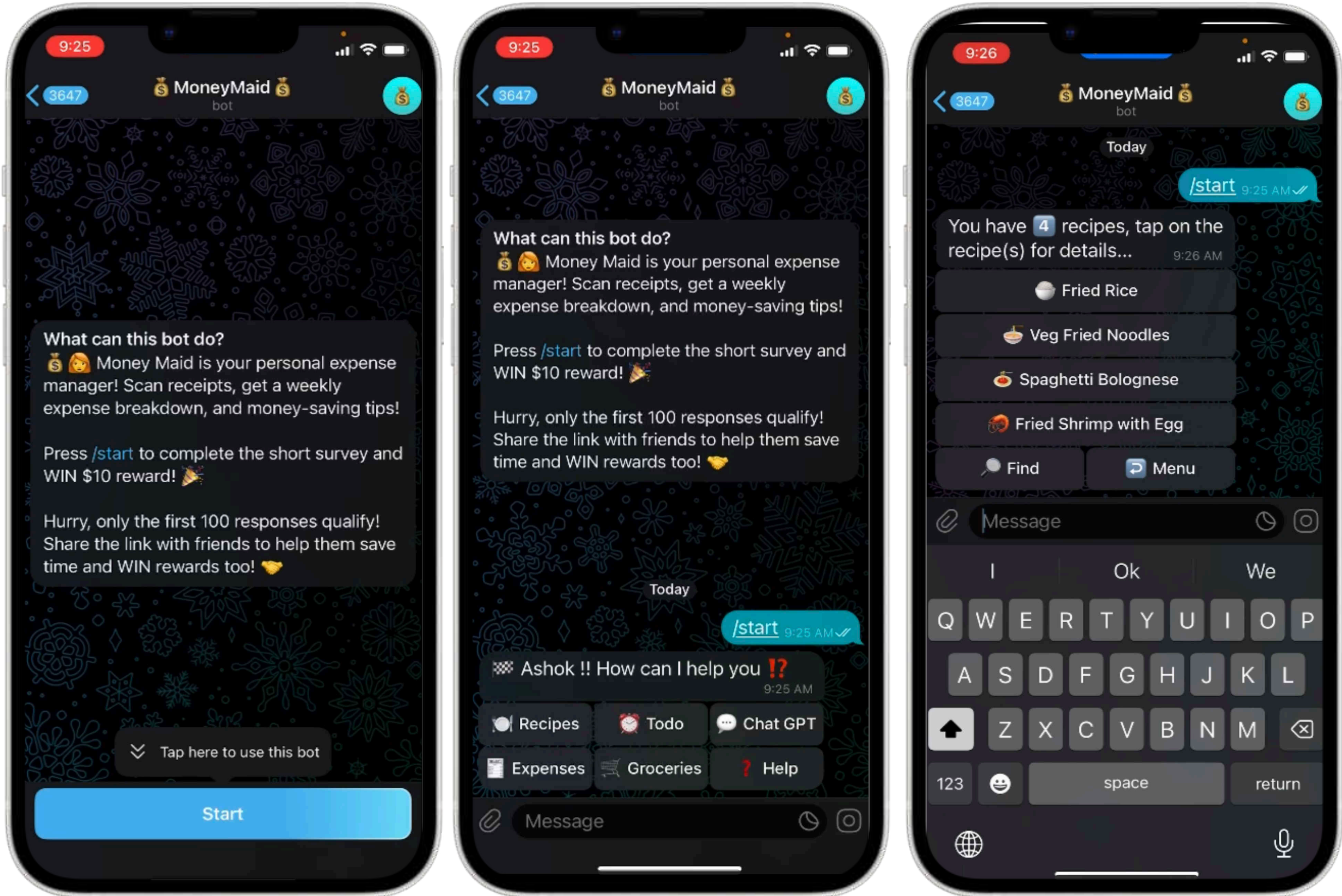
AI powered (LLM, text to image) travel recommendation system. It parses all incoming sales enquiry, parses the email, creates tags, searches packages in company's db for tags, uses LLM to generate the enquiry answer, adds existing as well AI generated images, sales agents has to just approve/edit the response



GPT Home Assistant

One of leading supermarkets in HK wanted to help their customers make purchasing easier using AI

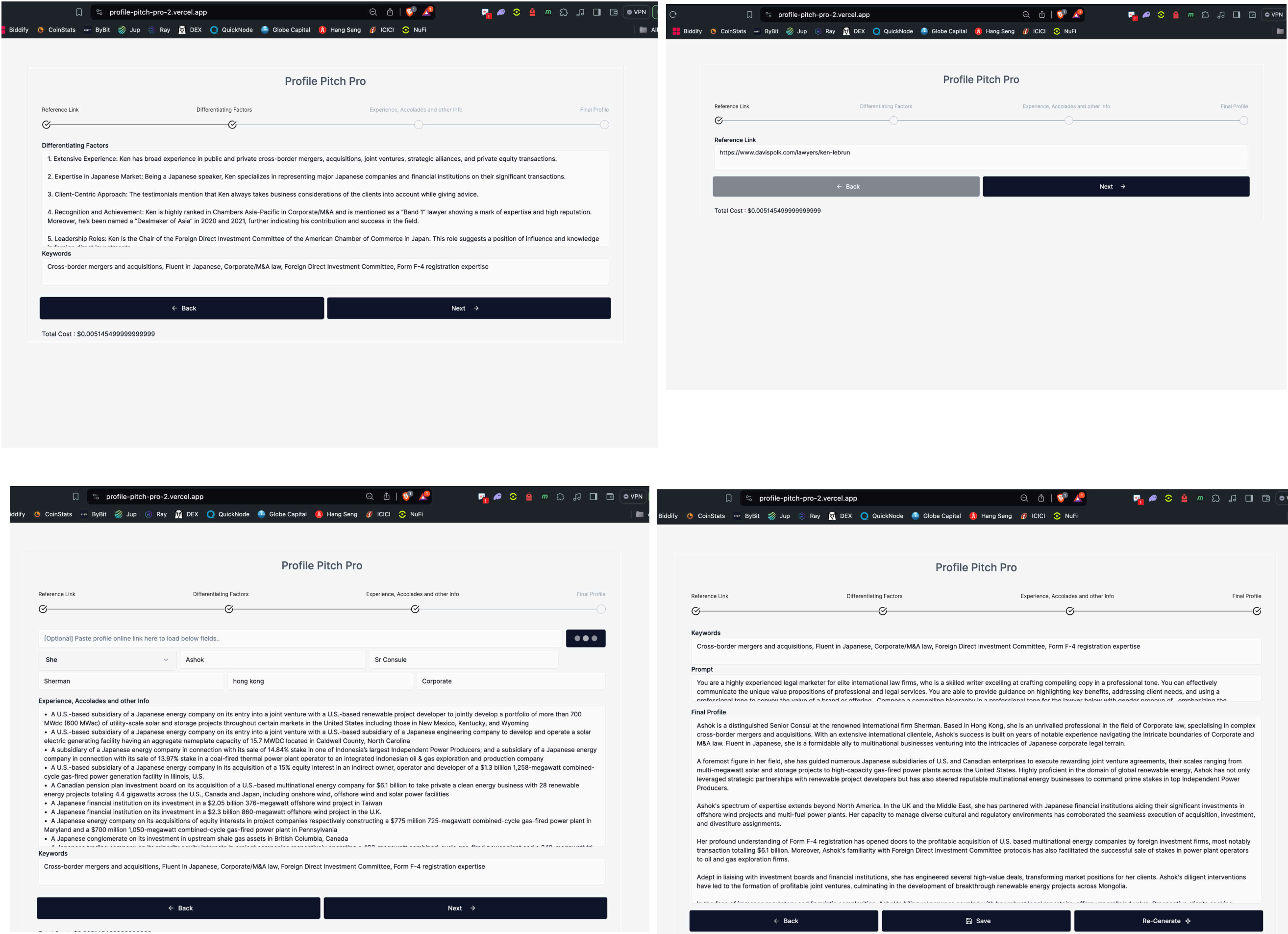
AI powered (LLM, speech to text, text to image, image to text) chatbot app for customers that accepts voice commands to manage families chores, generate details receipts with photos, add the ingredients into shopping list, scans the shopping receipts to manage the monthly expenses.



LLM Generated Lawyer Profile

Marketing department of top legal firm in HK needed an AI driven system to create pitch profile of their lawyers, it needed to be tailor made for each project, make use of some key words and match up to the competing lawyer

Led development of an LLM powered pitch generator that took the online link of competing lawyer as reference, scrapped the profile, uses GPT APIs to extract information and keywords from it, then take the lawyer's profile and generate the custom profile with chat GPT APIs



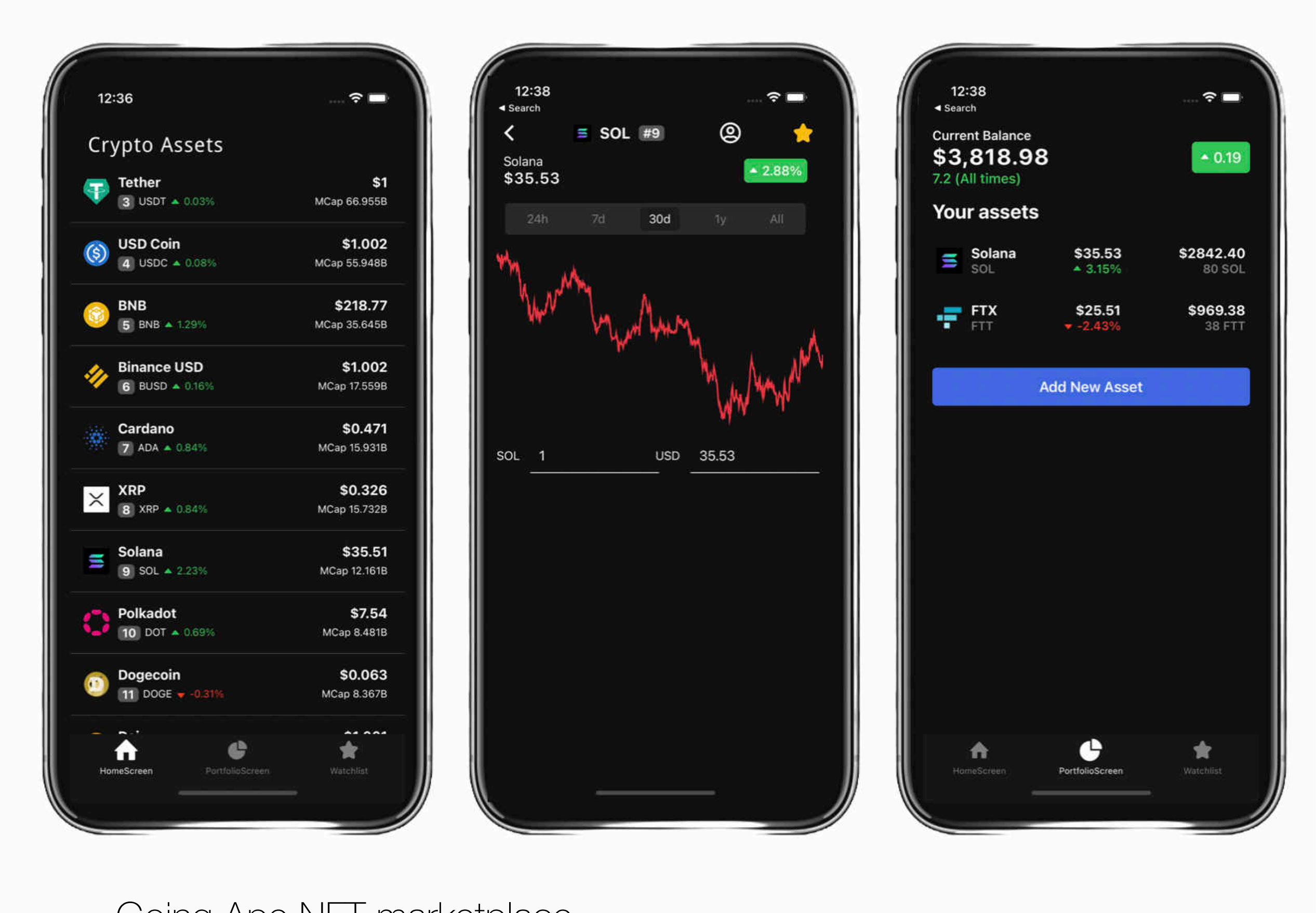
Immersive full body tracking game

Leading eduction centre in HK wanted to gamify content in healthy way

AI powered language training game for iOS, user wirelessly streams the phone to TV and make the phone face the kid. Kid then find themselves emerged in an AR environment, they make physical movement to solve different education puzzle.

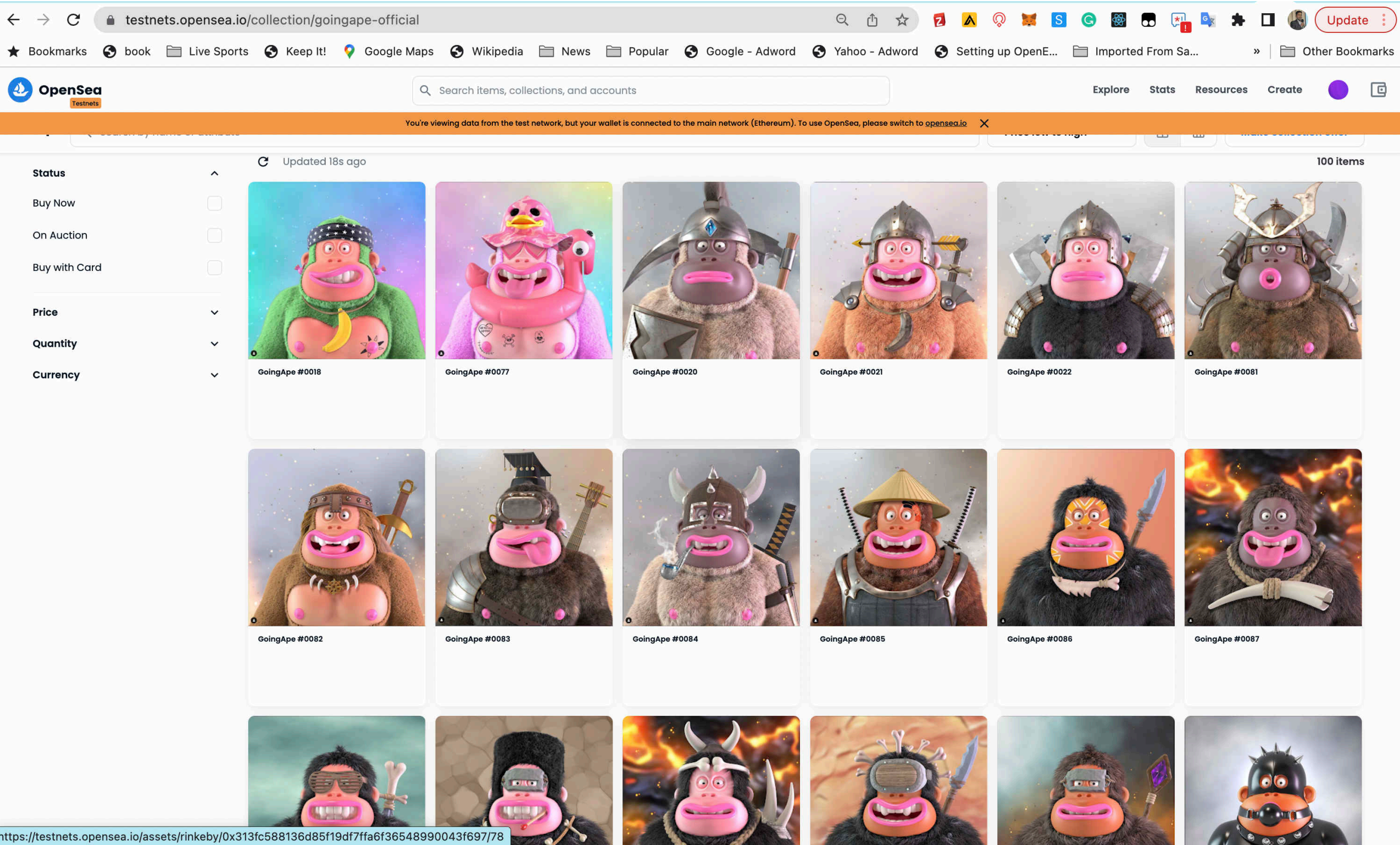


Rio Crypto Tracker iOS/Android app

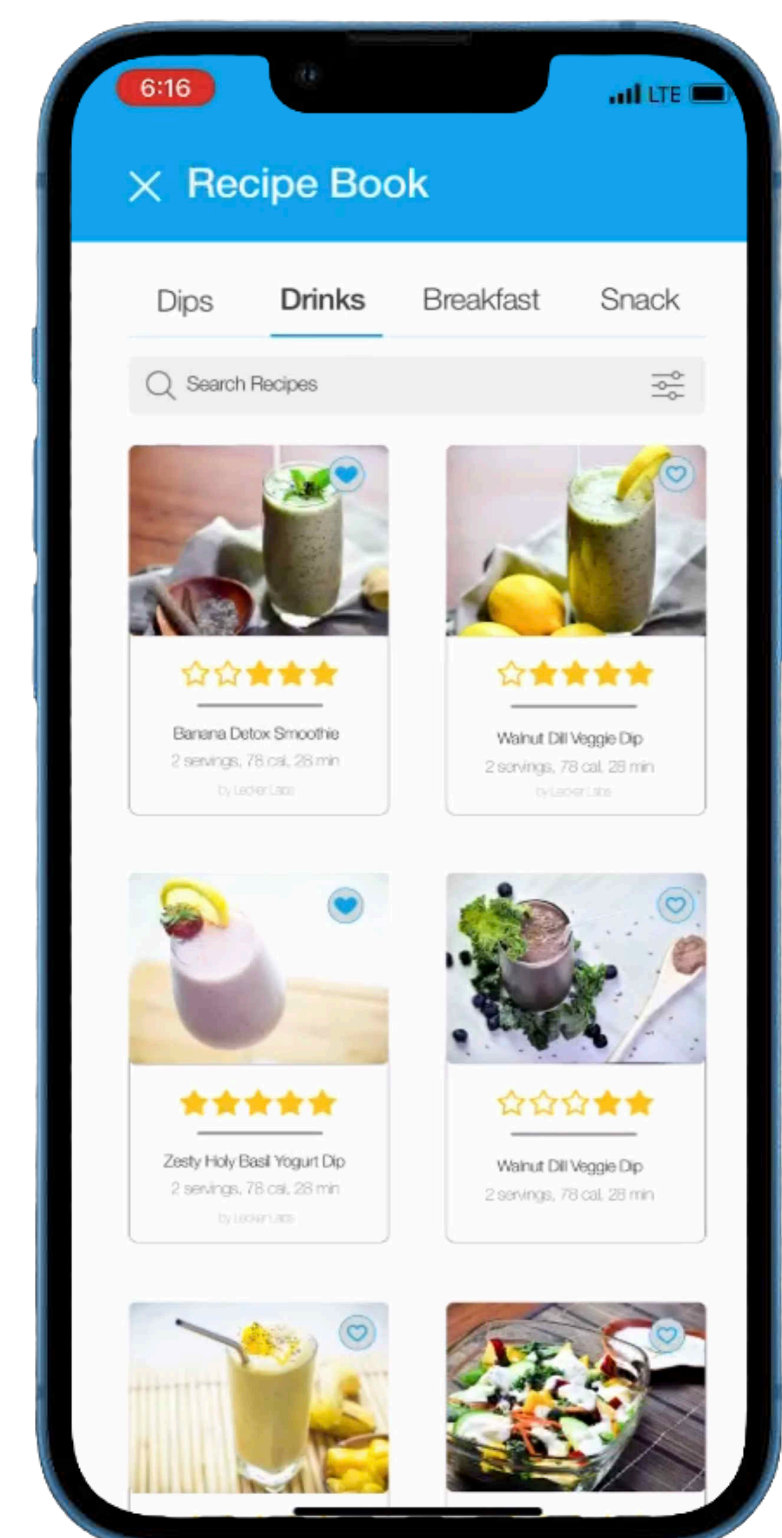
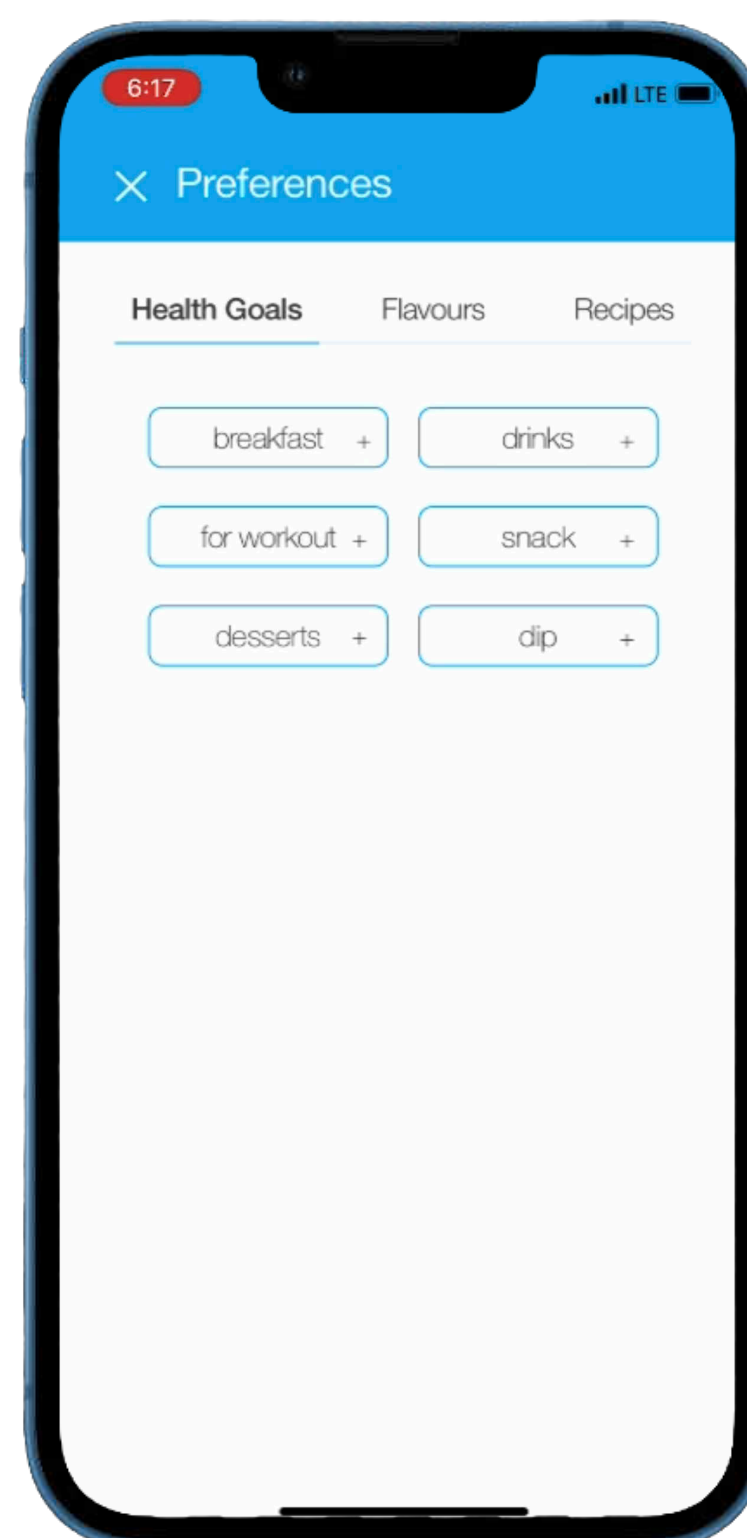
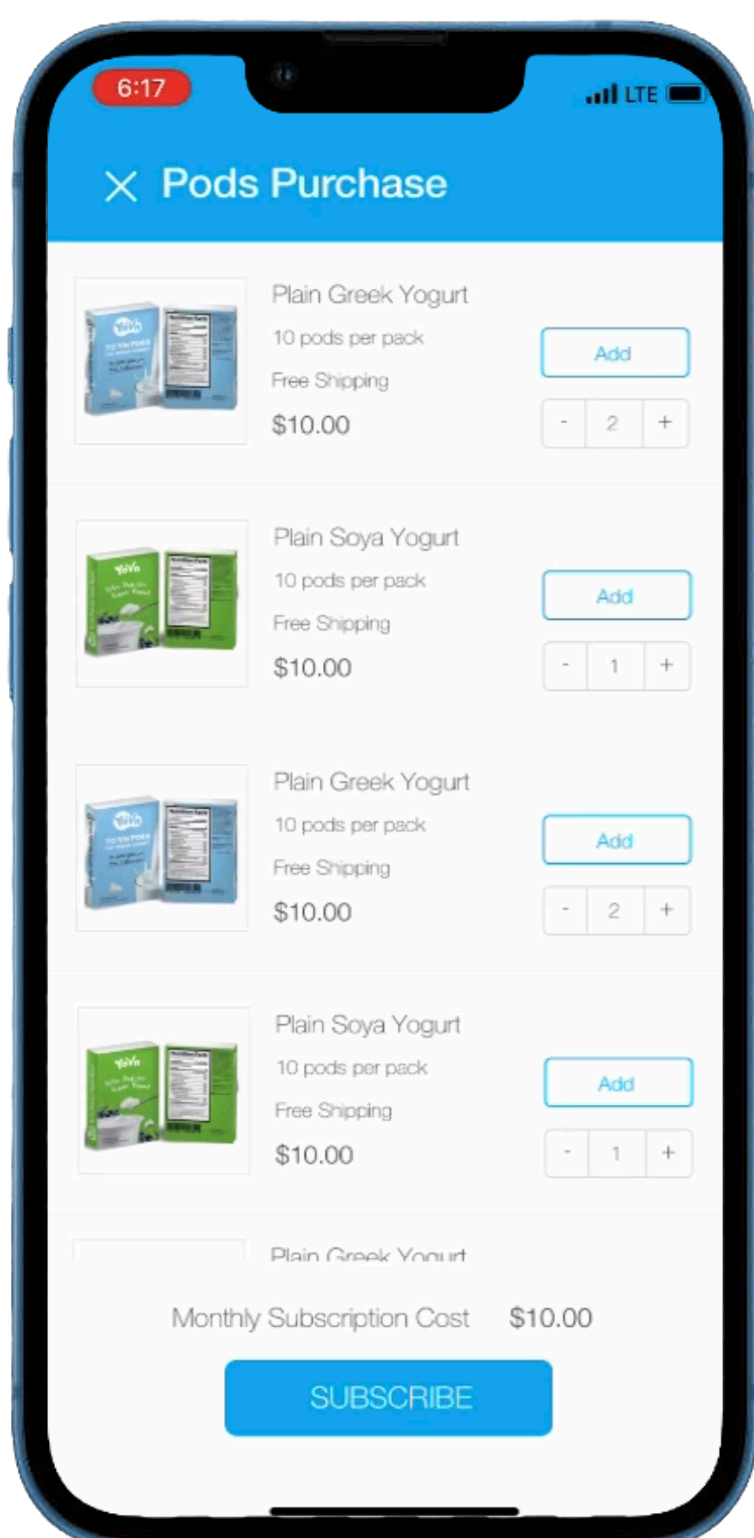
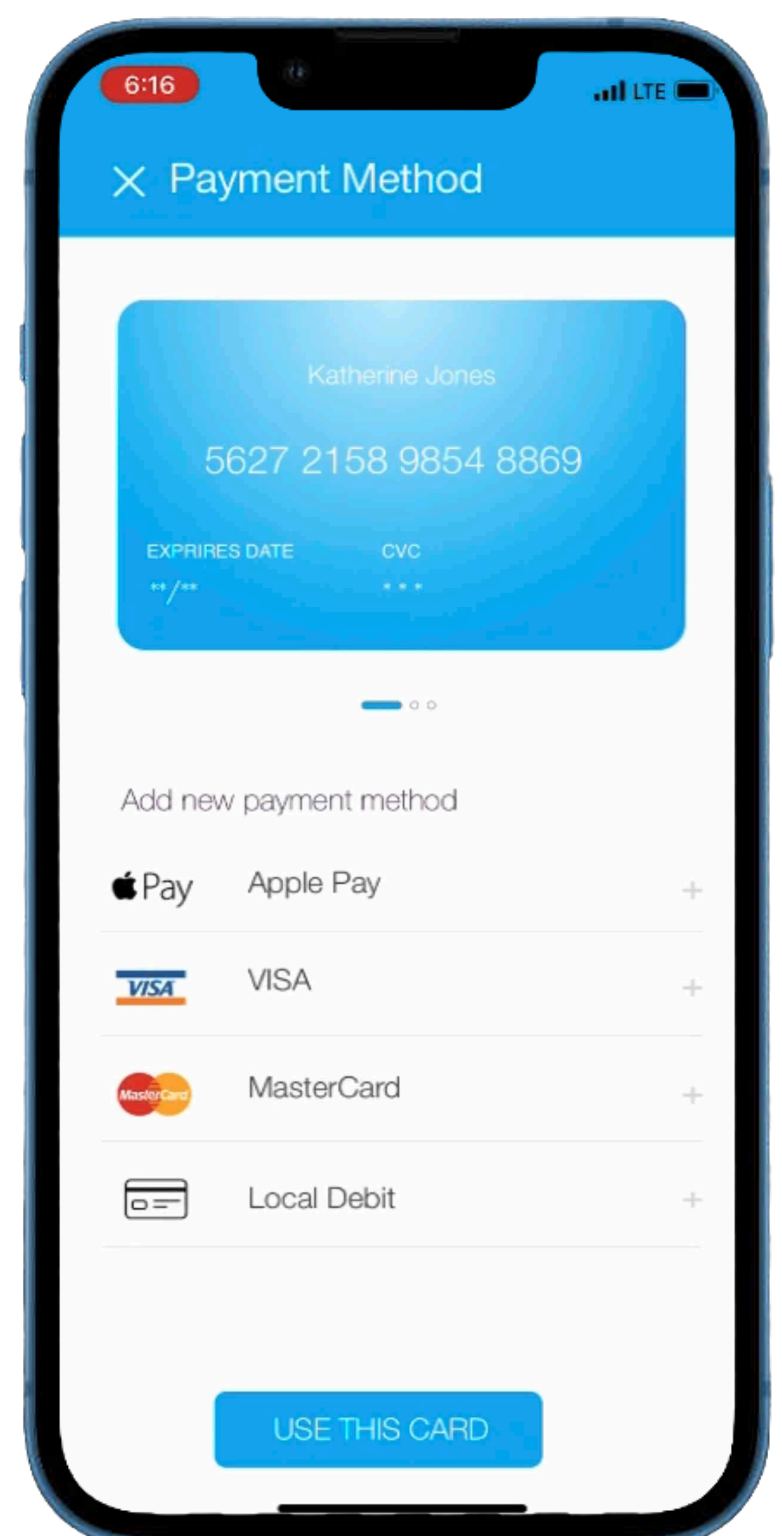
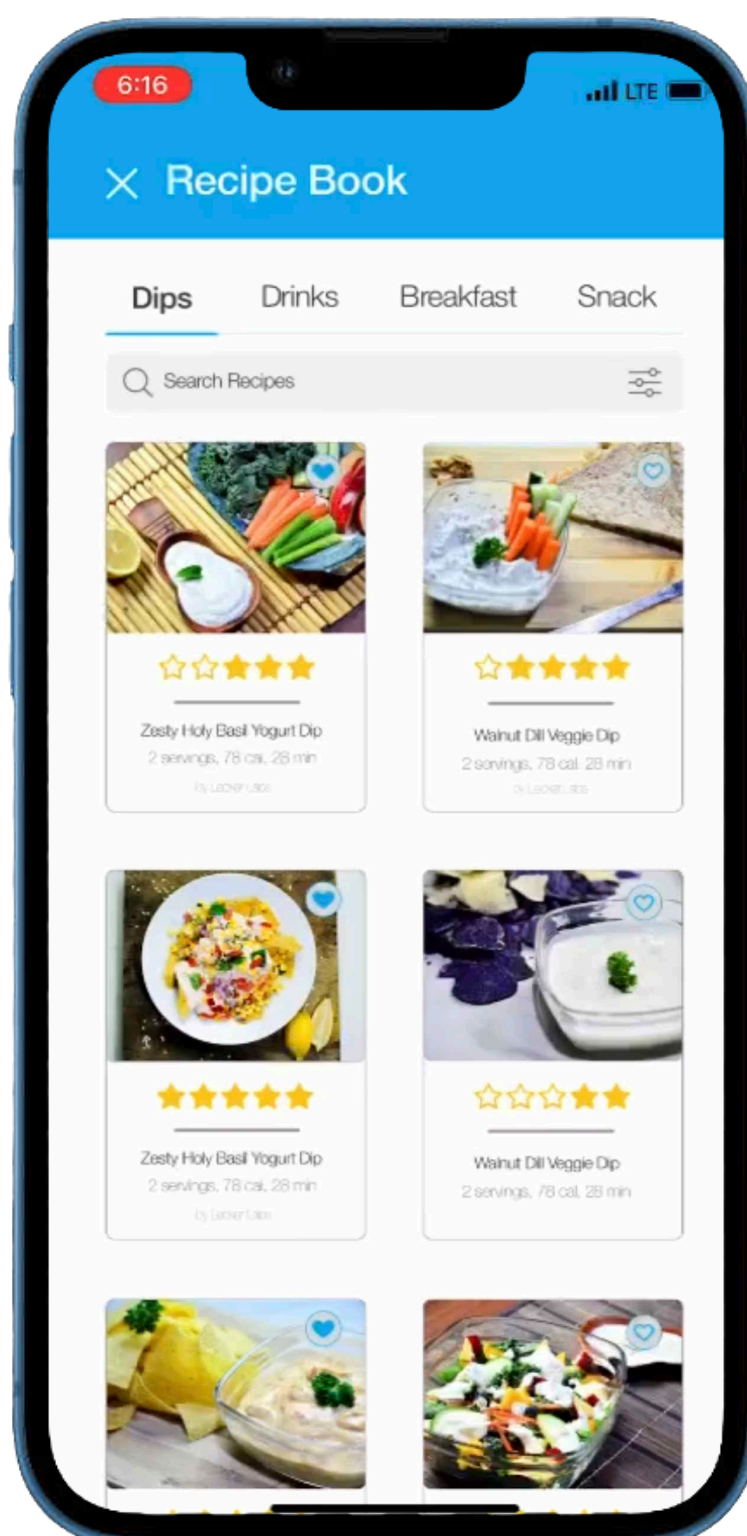


Going Ape NFT marketplace





Smart & automatic yogurt maker



Ezee System

Smart home media cloud

