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
- Leadership and Team Management
- Market Research
- Fundraising
- Pricing Strategy
- Patent Strategy

EXPERIENCE

Sr. Product Manager

Axar Soft | Dubai / Hong Kong   Mar 2023 - Present

- Led the development of multisig API wrapper for solana, resulting in improved system security and automtion.
- Successfully integrated micro-services-based JSON APIs with Python, React, React Native, NextJS, Rust, and more.
- Led cross-functional teams to develop and launch customized crypto tracker iOS/Android app
- Steered development of Telebgram solana wallet.

Technical Product Manager

Cathay Pacific | Hong Kong   Oct 2022 – Mar 2023

- Conceptualized and drove the development of an AI-powered parts maintenance system for 200+ aircraft.
- Led cross-functional collaboration with aeronautical and technical teams to understand their maintenance challenges.
- Orchestrated efficient sprint planning and cross-departmental coordination for successful solution delivery.

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 Aamzon 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.