Ashok Jaiwal

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# OBJECTIVE

# Dedicated and results-driven Product Manager with 9 years of experience in IoT, Crypto, SaaS, NFTs, and AI products. Proven track record of successful product launches and a strong ability to meet user needs effectively. Seeking to leverage expertise in product management, market research, and team leadership in a challenging Product Manager role.

# SKILLS

* Product Management
* Agile Methodologies
* Market Research
* User Experience Design
* Competitive Analysis
* Team Leadership
* IoT, Crypto, SaaS, NFTs, AI
* React, ReactNative, NextJS, NodeJS, Solidity, Blockchain
* Project Management

# EXPERIENCE

## Sr. Product Manager

### AxarSoft | Dubai / Hong Kong Mar 2023 - Present

* Led the development of backend Solana APIs, resulting in improved system performance.
* Successfully integrated micro-services-based JSON APIs with Python, React, React Native, NextJS, Rust, and more.
* Fostered a collaborative environment, aligning development efforts with company goals and exceeding expectations.

## Technical Product Manager

### Cathay Pacific | Hong Kong Oct 2022 – Mar 2023

* Led the development of an in-house system using NextJS, NodeJS, and MongoDB.
* Facilitated meetings with the aeronautical team to understand their workflow needs and ensure alignment.
* Successfully managed sprint planning meetings to drive efficient development processes.

## Product Lead

### RioDeFi | Hong Kong Nov 2021 – Sep 2022

* Played a pivotal role in developing and launching 10,000 GoingApe NFTs, targeting NFT collectors and digital artists.
* Coordinated cross-functional teams to oversee ERC-720A NFT collection and NFT marketplace launch.
* Managed a team of designers, developers, artists, and junior digital marketing professionals to deliver top-notch NFT products and experiences.

## Product Manager (Co-Founder)

### Lecker Labs | Hong Kong May 2018 – Oct 2021

* Co-founded a FoodTech IoT company, raising $2 million in private equity funding and winning awards for innovation.
* Oversaw the development of Yomee's hardware and led the design and launch of the ReactNative-based mobile app.
* Led the successful crowdfunding launch with more than 1,000 units pre-orders / $180,000+

## Product Owner (Co-Founder)

### Ezee Systems| Hong Kong Jul 2016 – Mar 2018

* Co-founded a multimedia-based IoT company, generating over $250,000 in pre-sales and showcasing market demand.
* Directed the design and development of EzeeCube, incorporating innovative technologies.
* Led the successful crowdfunding launch with more than 1,500 pre-orders / $250,000+

## Product Analyst

### Goldman Sachs | Hong Kong Jun 2014 – May 2016

* Ramped up the company's communication infrastructure by introducing a unified dial-in number for over 800 video conferencing facilities.
* Achieved remarkable success with more than 2 million conference calls made within six months, saving an estimated 2 minutes per call for 30,000 employees.
* Managed the construction of three new video conferencing facilities, reducing costs by 25% and enhancing operational efficiency.
* Implemented remote monitoring for 300 conferencing facilities, resulting in 30 min savings for technicians and cost reductions of over 2million annual.

# EDUCATION

## MBA

### Hong Kong University of Science and Technology May 2014

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 2012

Stood second place in national science fair.

# LEADERSHIP

* Led the dragon boat team at Goldman Sachs.
* Captain of HKTA tennis team division B.
* Conceptualized, built, and shipped consumer products from 0 to 1.