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 Mar 2023 - Present

* Led the development of various AI products, including:
* Full body tracking mobile game with TensorFlow and Unity framework.
* Trained custom TensorFlow models to recognize body pose for a virtual gym instructor.
* Built FamilyGPT bot to manage family chores, finances, documents, recipes, etc.
* Developed a dating profile photo generator with custom trained and deployed Stable Diffusion.
* Conceptualize a proof of concept for multilingual, context-aware educational toy for children.
* Developed "TravelQuery" for an agency to automatically reply with itineraries for incoming travel requirements.

## Technical Product Manager

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

* Led the development of an AI-powered parts maintenance system.
* Utilized NextJS, NodeJS, and MongoDB for in-house system development.
* Facilitated meetings with the aeronautical team to understand workflow needs.
* Managed sprint planning meetings to drive efficient development processes.

## Product Lead

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

* Proposed and developed the GameFi NFT collection "goingApe".
* Conducted market research on NFT smart contract standards and chains.
* Collaborated with marketing to launch a collection of 10,000 NFTs.
* Built a marketplace for NFTs with an easier onboarding process and more flexible royalty options.
* Managed a team of designers, developers, artists, and junior digital marketing professionals to deliver top-notch NFT products and experiences.

## Chief Product Manager (Co-Founder)

### Lecker Labs | Hong Kong / New York May 2018 – Oct 2021

* Co-Founded Yomee, a FoodTech IoT product brand.
* Raised over $200K USD in crowdfunding and won several awards.
* Pre-sold over 2000 units and raised more than $3 million in funding.
* Oversaw social media marketing and advertising strategy, worked with PR and marketing agencies
* Conducted user surveys, developed pricing strategies, and analyzed demographics and competition.
* 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.
* 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.