

Mohit Trivedi

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PROFESSIONAL SUMMARY

Product Manager with 3+ years of experience building B2B PropTech platforms from 0 to 1. Successfully scaled a property distribution network to **315+ agents** and **400+ listings**. Combines a technical background in the **MERN stack and Python** with product strategy to bridge the gap between engineering and business teams. Expert in translating user research into actionable roadmaps that drive user activation and revenue growth.

WORK EXPERIENCE

Product Manager/Co-Founder - [BrickBix Technologies](#), PropTech Startup

April 2022 - Current

Location: Indore, India

Role: Developed and managed a PropTech platform tailored for real estate professionals.

Responsibilities:

- Owned end-to-end product lifecycle for a multi-sided PropTech marketplace, defining product vision, roadmap, and feature delivery across 12+ major releases.
- Built an event-driven search and ranking engine, improved **search success by 25%**, reduced time-to-match by **18%**, and increased weekly active agents by **22%**.
- Designed a CRM system for enterprise real-estate builders, reduced lead response time from **48h to 6h**, automated routing, and improved deal conversion by **14%**.
- Increased activation by **30%** through onboarding redesign, friction analysis, and funnel experimentation.
- Conducted **30+ user interviews**, translated insights into PRDs, wireframes, and prioritized backlogs using RICE scoring, and reduced development inefficiency by **20%**.
- Coordinated with a cross-functional team (3 engineers + 1 designer) to drive sprint execution, reduce tech/product misalignment, and increase feature release velocity by **~30%**.
- Built analytics dashboards tracking DAU/MAU, activation, liquidity, and search performance, and accelerated decision cycles from weekly to daily.
- **Technical Content:** Authored technical documentation and content focused on full-stack development.

EDUCATION

Institute of Engineering & Science, Indore Bachelor's of Engineering, Electronics & Communication:

Courses: Electronics & Communication, Embedded Systems, Hardware Electronics Components, Wireless Transmissions & Programming

SKILLS

Product Management: Product Strategy, Roadmapping, Agile/SCRUM, AI, User Research, A/B Testing, Funnel Optimization, PRD Writing.

Technical Stack: JavaScript, React.js, Node.js, Python, Django, HTML/CSS, REST APIs, WebSockets.

Tools: Figma, Postman, Notion AI, Google Analytics, Jira (Agile workflows), Generative AI, NotebookLM

Core Competencies: Stakeholder Management, Data-Driven Decision Making, Cross-functional Leadership, Zero-to-One Product Launches.

CERTIFICATIONS

[McKinsey.org Forward Program](#), Agile, [JavaScript and Node.js](#), [Python](#),