

# Mohit Trivedi

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## PROFESSIONAL SUMMARY

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**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

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**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

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

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

## SKILLS

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**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

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