

AKASH PATIL

MALE, 29 years old

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WORK EXPERIENCE (52 Months)		
Product Manager	FinBox	Sept 2022 – Present
Product Management, BRE	<ul style="list-style-type: none"> Leading the Business Rule Engine product (Sentinel) and grew the business from 300,000 monthly revenue to 1 cr. Created features that added multiple use cases for the BRE from controlling journey to integrating multiple data sources Managing a team of 7 engineers, 1 analyst, 2 testers and 1 implementation manager to drive product development, implementation. Working cross functionally with marketing, sales, CXOs and other product pods to create solutions for existing clients, demos, POCs and acquisition initiatives for potential clients and defining the product strategy and roadmaps. Managing multiple clients with complete ownership from onboarding, implementation, support, training and further optimisation of their policies 	
Associate Product Manager	Simpl	Sept 2022 – Apr 2023
New User Acquisition	<ul style="list-style-type: none"> Experimented addition of various new parameters to approve users with direct impact on PnL, owned the exploration, data analysis, approval, implementation and managing multiple stakeholders. Devised strategy to improve the bureau hit rate by 1000 bps by conducting user surveys and analyzing the existing gaps in onboarding flow. 	
Associate Product Manager	Scienaptic AI	Jul 2021 – Sept 2022
Product Management & Implementation	<ul style="list-style-type: none"> Lead client implementations for the Business Rule Engine (IRIS) in APAC from gathering requirements to solutioning with a focus on maximizing client satisfaction. Defined product roadmap along with the product head and implemented new features in collaboration with Technology team, Sales team and Clients. Worked with the sales team on demos and Proof of Concept to demonstrate product capabilities and onboarding clients, also trained clients on how to use the platform. Validated performance of deployed credit risk models and credit policies through postproduction data analytics in Python. Created custom credit risk models to improve risk ranking of the loan applications. Mentored a team of Data Science and product interns to drive implementations and reviewing their work. 	
Marketing Intern	Aditya Birla Group - Ultratech Cement	May 2020 – Jul 2020
Increase market penetration & Consumer Insights	<ul style="list-style-type: none"> Executed 2 projects - "Increase the penetration of RMC in trade segment" and "Consumer Insights". Interviewed 200+ individuals like dealers, end customers, influencers and internal employees to understand their requirements and pain points. Coordinated with other interns to collect data and ensure consistency, analyzed the customer segment data to generate key insights through Sentiment Analysis using R programming. Identified key issues with operations, sales and services and recommended an action plan to mitigate the same; also identified the key values that the customers seek while choosing building material. 	
Business Analyst	CARE Risk Solutions	Nov 2017 – Jun 2019
Developed Analytical solutions, requirement gathering	<ul style="list-style-type: none"> Successfully implemented Market Risk product (BASEL III compliant) at Seylan Bank for Capital Charge Computation of Market Risk under Standardized Measurement Approach and Internal Model Approach. Created around 70 R language codes for various instrument valuations, VaR (Value at Risk) computation for Historical Simulation, Monte Carlo Simulation, Variance Covariance method. Validated the rating model of the 2nd largest credit rating agency in India using various statistical tests and implemented a software solution as a business analyst for the same. 	
Associate	Sungard Availability Services	Dec 2015 – Jun 2016

Core Operations Team	<ul style="list-style-type: none">Handled an average of 30 customer’s phone calls, 80 emails per day from different countries representing different firms, performed queue management and resolved issues within 24 hours.Communicated SunGard’s single or multiple outages, high priority alarms and notifications to ensure smooth functioning and minimum interruptions with various customers.	
	ACADEMIC RECORD	
Degree	Institute	Year
MBA	Indian Institute of Management Tiruchirappalli	2021
M.S. (Quantitative Finance)	Singapore Management University	2017
B. Tech (E&TC)	Vishwakarma Institute of Technology, Pune	2015
Class XII	Fergusson College, Pune	2011
Class X	Bishop Cotton School, Nagpur	2009
ACADEMIC ACHIEVEMENTS		
<ul style="list-style-type: none">Graduated Engineering with First Class Distinction with Minor in Industrial Management		2015
COMPETITIONS		
UltraTech India Next Campus Edition 2019	<ul style="list-style-type: none">National finalist (top 5 teams) out of more than 1000 registrations and secured a summer PPO.Identified an infrastructural issue and formulated a business model to solve the same.	2019
POSITIONS OF RESPONSIBILITY		
Placement Coordinator IIMT	<ul style="list-style-type: none">Responsible for fostering corporate alliances and managing recruitment for 500+ studentsPartnering with corporates to organize workshops and competitions for students	2020

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