

Akshay Pramod Teli

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Summary — With 6+ years of experience in product management across Fintech, E-commerce, and Agri-Tech, I specialize in leading high-performing teams, driving strategic product development, and streamlining operations for business growth. Proficient in managing cross-functional teams, leveraging data-driven insights, and executing agile methodologies, I am committed to building customer-centric products that align with business goals and deliver measurable impact.

Experience

Senior Product Manager - KJBN Labs Pvt Ltd

Nov 2024 – Present

- Led 0→1 development of a multi-tenant enterprise SaaS platform, owning product strategy, roadmap, and execution from concept to global rollout.
- Designed and launched an accounting & ledger system with audit trails and ERP compatibility, supporting enterprise-grade finance and compliance workflows.
- Launched satellite imagery-based crop yield estimation, enabling data-driven forecasting for planning and procurement decisions.
- Standardized complex operations through role-based access control and workflow modeling, enabling secure usage across multiple personas and business units.
- Built KYC and contract eligibility automation, reducing manual verification effort by 40–50% and improving compliance turnaround time
- Delivered an offline-first mobile application with intelligent sync, enabling 100% continuity of field operations in low/no-internet environments.

Product Manager - Bijak

Feb 2022 – Oct 2024

- Implemented a wallet system integrated with virtual accounts on a B2B agri-trading platform, automating payouts and reducing turnaround time, resulting in a 23% increase in DAU and 40% improvement in user retention.
- Introduced a Loan Management System, enabling the organization to scale its lending business from Rs. 30 crore to over Rs. 100 crore.
- Built a comprehensive system to assess the real-time profitability (XIRR) of 10000+ trades monthly, providing continuous monitoring and analysis of both projected and actual returns, and identified opportunities for a 1.7% average improvement in returns.
- Automated the payment reconciliation process by introducing online payment at delivery and gamifying the process, reducing cash transactions by 70%, significantly minimized human effort, and reduced discrepancies in payment handling.
- Optimized margins by minimizing the transfer of A-grade stock to B-grade by introducing automated flash sales, resulting in approximately a 4% margin improvement and a 17% reduction in B-grade stock transfers.
- Managed a high-performing development team of 27 members using agile methodologies, leading over 100 deployment calls across 2.5 years.
- Recognized as the top performer for 2 consecutive Biannual Metrics Reviews.

Co-Founder - VP Mart Pvt Ltd

Jun 2020 – Jan 2022

- Launched a hyperlocal marketplace with Customer and Merchant apps, integrating 7+ categories (groceries, restaurants, salons, etc.).
- Built the Customer App for seamless product/service booking and the Merchant App for real-time inventory management and payments.
- Led end-to-end development—from PRDs and wireframes to GTM strategy—launching within 3 months.
- Scaled user adoption, onboarding 41 merchants in 4 months, strengthening the local vendor network.

Co-Founder - Fangover Food Services Pvt Ltd

Apr 2019 – Jun 2020

- Launched a food chain, managing strategy, operations and streamlining workflows for efficiency.
- Implemented a cost-effective, customer-centric menu after 20+ iterations, achieving a gross margin exceeding 60%.
- Acquired customers through Instagram campaigns, affiliate partnerships, and offline marketing strategies, achieving a customer acquisition cost (CAC) of under Rs. 100.
- Enhanced customer retention by 25% through exclusive deals, personalized order greetings, and providing high-quality hosting service.
- Reached operational break-even within 3 months and profit generation starting in 6 months.

Education

PES University, Bangalore

B.Tech in Electronics and Communication Engineering

Certifications

- Certified Scrum Product Owner (CSPO) - Scrum Alliance
- Google Data Analyst Specialization - Coursera