ALOK RANJAN
COVER LETTER

GREAT LAKES
INSTITUTE OF MANAGEMENT

To whomsoever it may concern

Dear Sir,

I am sending this application for the position of **Product Manager.** I am having total **13+ years of experience** in **software industry**, Using **Artificial Intelligence,** the state of art, a data driven approach, improved the performance by **minimising the attrition rate of my company upto 20%.**

From past **3 years**, I am **handling team of AI**. I have worked with data science team to various departments such as **Human Resources, Marketing, Sales, Operations, Public Relations, & Production/ Maintenance.**

I was commended by my leadership for demonstrating strong skills in

- Proactively managing important and time-sensitive projects.
- Developing innovative solutions to critical problems.
- Working collaboratively with other team members to establish efficient systems of operation

My recent project

- In **HR** we have designed & developed an AI model through which the **hiring and training costs of employees was** r**educed by 20%** using predictive analysis, determining which employees might leave the company.
- In **Marketing**, targeting the ads to potential customers, **increased audience engagement by 35%** We grouped them according to their choices and showing the ads of their needs which increased the revenue of my organisation.
- In **Sales** department of companies, my team has developed **predictive modelling** to predict weekly, monthly and yearly forecast trends which is being used for optimising the inventory management and minimising the **product replacement and reduced wastage by 15%.**

Furthermore**,** I have a strong software development background with AI expertise. After completing my Bachelor of Engineering from BMS Institute of Technologies, I started my career in a startup as a Software Engineer, then moving further, I came to Gurgaon, working in Concentrix as Technical Manager, I did my AI certification from **Great Lakes**.Further I did my **Product manager Certification** from Udemy where I learnt and applied the plan to draw on those methodologies and defined project on different metrics on project scheduling completion, issue tracking, and resource management tasks.

Respectfully,
Alok Ranjan
Encl: Resume