Janendra Babu Yadav

Vaishali, Ghaziabad, Delhi NCR | +91 6393286503 | janendra.yadav.fms@gmail.com |Linkedin

Professional Summary

Product Manager with 8 years in **fintech, wealth, payments, integration, kyc, lending** and **ecommerce**, specialising in **digital product development, API integrations**, and **wealth management**. Proven ability to drive product growth, optimise customer journeys, and lead cross-functional Agile teams. Certified **PMP** and **CSPO** with a focus on data-driven decision-making and stakeholder collaboration.

WORK EXPERIENCE

Associate Product Manager at Solv (Standard Chartered Ventures), Noida   *June 2023 - Present*

Solv is the 2nd largest B2B ecommerce platform in India, Part of Standard Chartered Venture.
- Led product development for **ecommerce** and **Supply Chain Finance** products, managing ₹12B GVM and ₹1B AUM.
- I take care of Ecommerce Buyers KYC Onboarding, Complete SCF product ownership, billing & taxation part of the ecommerce platform and UPI payments.
- Optimised buyer onboarding on ecommerce platform and reduced onboarding dropout by 20%, improved KYC, billing and taxation portal and process to have better compliance.
- Created new products for the SCF for the users thus increasing product adoption by 80%.
- Led 2 different scrum teams having together 20-person cross-functional teams across engineering, design and data, using Agile Scrum.
- Partnered with the product marketing team to evolve brand look & feel and create new materials.

Product Manager at India P2P (NBFC- Fintech), Chandigarh   *Dec 2022 - Mar 2023*

Early stage startup into peer to peer lending and investment for the investor users.
- Worked on ledger, CRM, KYC and onboarding investor users.
- Built **RESTful web service APIs** for our partners.
- Redesigned early website leading to a 30% improvement in the website traffic.

Self employed as Product Head at JAKR health & tours OPC Pvt Ltd, Kanpur   *Feb 2020 - Dec 2022*

This company was started by me and my wife for **HR tech**- background verification .
- Created web platform for startup to large enterprise HRs to have employee background verification with shorter TAT, transparency and higher visibility of the stages of the background verification process
- Led the team of 4 developers and designer to create the product from ideation to go live.

Deputy Manager (BA) at HDFC Bank, Delhi   *Jun 2018 - Jan 2020*

- Worked on Portfolio analytics for the internal users.
- Worked on improving the platform with vendors, stakeholders and cross functional teams.
- Worked on improving the TAT for sanction from 4 days to 4 hours for small ticket size borrowers.

Manager (Credit & business analyst), Business Banking at IDFC Bank, Delhi   *Apr 2017 - Oct 2017*

- Worked on credit and business analysis for the business banking borrowers.
- Worked with a cross functional team on business banking credit decision making.

Manager (Product sales manager) at Indusind Bank, Delhi   *May 2016 - Mar 2017*

- Managed a MSME borrowers portfolio of Rs 1 billion.
- Increasing revenue from the portfolio and MSME borrowers product satisfaction.

Deputy Manager (BA) at ICICI Bank, Delhi   *Nov 2014 - May 2016*
- Worked on SWIFT messaging for international fund transfer, International BG, letter of credits, External commercial borrowing , FDI transactions.
- Worked on Mutual fund analysis, Stock market analysis for the ICICI Bank mobile app.

EDUCATION

- Executive MBA- faculty of management studies, University of Delhi
- Post Graduate Diploma in banking- Manipal University
- B.Tech- Electrical Engineering- UPTU

Certifications

- Project management- PMP
- Product Management- CSPO

Key Project

- While in Solv, worked on the **Stock market analysis app**- Mutual fund, Stock screener, equity analysis, etf, market analysis and stock recommendation platform.

ADDITIONAL SKILLS

Languages: English (fluent), Hindi (native).
Domains experience: Fintech, Banking, Stock Market, Capital market, eCommerce, KYC, Onboarding, CRM, Lending, LMS, LOS, HR tech
Tools: Power BI (Basic to Medium), SQL (basic to Medium), Sketch, Figma, Jira, Clickup, Postman, Github, Kubernetes(Basic level), Google analytics, API,