

SOUVIK MAJUMDAR

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PGDM, IIM Lucknow

2001 — 2003

B.Tech(Hons), IIT Kharagpur

1997 — 2001

Product Management Leader | 15+ Years of Building SaaS Products

Proven expertise in end-to-end product lifecycle management (conceptualization to market launch).

Built HR Tech and EdTech SaaS products with a combined peak MAU of 25k+.

Skilled in creating user-first product strategies, leveraging user insights to design innovative solutions, and driving GTM success.

Founder & Product Leader – GroSum (HRTech, SaaS)

2014 - Present

- Designed and launched a Talent Management Platform with 175+ customers across 15 countries.
- Owned the product roadmap, balancing business goals with user needs to achieve market fit.
- Partnered with engineering and UX teams to ensure seamless product execution.
- Spearheaded market research to prioritize features and continuously improve the product.
- Drove customer success initiatives, increasing retention through data-driven decision-making.

Partner & Product Manager – TuneSpray (EdTech SaaS)

2009 - 2014

- Built and scaled SaaS platforms for K-12 schools aligned with CBSE curricula.
- Led user research to gather insights, define product vision, and prioritize backlogs.
- Assembled and managed cross-functional teams of designers, developers, and marketers.
- Launched customer-centric online learning solutions, achieving high satisfaction scores.

Senior Consultant, E&Y

2007 — 2008

- Delivered IT strategy consulting, aligning technology solutions with business objectives.
- Conducted vendor evaluations and ERP implementation audits to improve ROI.

Lead Consultant, HCL

2004 — 2007

- Managed consulting engagements and pre-sales for global clients, focusing on SAP solutions.
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Skills & Tools

- **Product Management:** Product lifecycle, Agile, stakeholder engagement.
 - **Strategy:** Market research, competitive analysis, feature prioritization, GTM planning.
 - **Tools:** JIRA, Confluence, Trello, Google Analytics, Figma, SQL.
 - **Leadership:** Team building, cross-functional collaboration, mentoring.
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Notable Achievements

- Winner of **Innovation in ICT Award** by the Department of Science & Technology, Govt. of India.
- Delivered SaaS solutions across HR Tech and EdTech sectors with measurable impact.