Aditya Awasthi - Group Manager Product Development | Agile | Mckinsey | PWC

Email: adityaecrit@gmail.com

Profile: https://www.linkedin.com/in/aditya-a-68377571

Phone: 8319009023

City: Bengaluru

Summary

Results-driven Product Manager with **7+ years of experience** in leading end-to-end **Agile product development, digital transformation, and AI-driven solutions** across **Banking, Fintech, Telecom, Hospitality, and Consulting**. Proven ability to **reduce product timelines by 20%**, **increase operational efficiency by 25%**, and **boost customer satisfaction by 25%**. Expertise in product lifecycle management, go-to-market strategies, data-driven decision-making, and Scaled Agile Framework (SAFe). Demonstrated success in managing cross-functional teams, aligning stakeholders, and delivering high-impact products for global clients like **HDFC Bank, Yes Bank, Hilton Hotels, PwC, and McKinsey**. Adept at leveraging AI, machine learning, and automation to drive innovation and growth, with a strong track record of achieving a **95% on-time project delivery rate and increasing market share by 20%**.

Personality

Astute and results-focused, I thrive in fast-paced settings, blending strategic acumen with analytical precision. Known for fostering synergy, I drive alignment across teams, ensuring efficiency and goal attainment through adaptive leadership and clear communication.

Skills

Product Management Skills

Core Product Skills	Agile & Process Skills	Analysis & Strategy
Product Vision and Strategy	Sprint Ceremonies	Competitive Analysis
Backlog Refinement	Feature delivery	Market Trends Analysis
Product-Led Growth	Agile Transformation	Requirements Gathering
Roadmap Development	Scaled Agile Framework (SAFe)	Data-Driven Decision Making
User Story Creation	Scrum Mastery	Root Cause Analysis
Product Lifecycle Management (PDLM)	Requirements Elicitation	Go-to-Market Strategies
Product scalability	Release Management	Strategic Planning and Alignment

Management & Leadership Skills

Leadership and Collaboration	Project and Vendor Management	Business & Market Knowledge
Cross-Functional Leadership	Vendor Management	Brand Development
Stakeholder Relationship Management	Risk Management	Brand Management
Team Collaboration	Project Planning	Customer Segmentation
Business Analytics	Key Performance Indicators (KPI) Tracking	Customer Relationship Management (CRM)
Strategic Leadership & Judgment Skills		Product Training

Technical & Analytical Skills

Testing and Documentation	Platforms	Programming & Automation
UAT (User Acceptance Testing	SaaS (Software as a Service)	Basic Programming (C, C++, Java)
A/B Testing	PaaS (Platform as a Service)	Software Development
Penetration Testing	DataNext	AI-driven solutions
Technical Documentation	Salesforce	AI Models
Integration Testing	CRMNext	

Tools Expertise

Primary Tools	Secondary Tools	Design & Wireframing
JIRA	GIS (Geographic Information System)	Figma
Confluence	ServiceNow	Canva
TFS (Team Foundation Server)	SAP and POS (Point of Sale)	Miro
Postman	Evernote	Aha!

Experience

IVOOMi India Pvt. Ltd.   04/2023 – Till date

Project: IVOOMi   **Title:** Group Manager Product Development
Domain: Digital | Automobile

- Developed comprehensive automotive product roadmaps for automotive products, achieving a **95% on-time completion rate**, and driving strategic alignment and customer satisfaction.
- Led cross-functional teams, ensuring **90% sprint completion** and boosting **team satisfaction to 80%**.
- Fostered strong collaboration between engineering, marketing, and sales teams, thereby achieving product milestones on schedule.
- Conducted quarterly market analysis specific to the automobile domain, driving strategy adjustments that led to a **20% growth in market share**.
- Identified customer needs and technological advancements to shape product strategy, staying ahead of competitors.
- Maintained **85% stakeholder satisfaction** by aligning project goals consistently.
- Drove actionable insights and achieved a **25% conversion rate** on new product features.
- Managed the end-to-end product lifecycle from concept to market launch, achieving a **95% on-time launch rate** for key automotive products.
- Implemented agile methodologies to streamline product development, resulting in **90% sprint completion rates** and **10% faster time-to-market** for automotive products.
- Mentored junior product managers and development team members, ensuring **100% completion of development goals** within the automotive product line.

Acidaes India Pvt. Ltd.   06/2022 - 03/2023

Project: DATANext   **Title:** Group Product Manager
Domain: Fintech | CRM | PaaS

- Launched **5+ high-impact AI-driven features** on DataNext, **increasing customer engagement by 20%.**
- Utilized **A/B testing** and data insights to optimize product rollouts, boosting conversion rates by **15%**.
- Spearheaded **customized rollout** of DataNext for **HDFC Bank**, increasing customer retention by **10%** with tailored AI solutions.
- Coordinated with key clients, enhancing customer satisfaction by **25%** through personalized product enhancements.
- Pioneered a **UI/UX revamp**, increasing customer satisfaction metrics by **25%**.
- Executed **competitive analysis**, bridging gaps between **CRMNext** and competitors like Salesforce, contributing to **15% market share growth**.
- Reduced product delivery timelines by **10%**, enhancing team productivity through **process improvements**.
- Delivered **MVP** within **5% of budget** and **10% ahead of schedule** using **Agile project management**.
- Managed **backlog grooming** and sprint planning, ensuring **95% on-time project delivery**.
- Worked with data scientists and engineers to integrate advanced **AI models** for predictive analytics and machine learning.
- Assisted seamless integration of new **AI functionalities** through cross-functional collaboration.
- Developed strategic initiatives to address technology gaps and align product roadmaps with market trends.
- Optimized technical documentation, improving cross-functional collaboration and workflow **efficiency by 10%.**

StatusNeo   05/2021 - 05/2022

Project: McKinsey & Company   **Title:** Senior Product Manager
Domain: AI | Data | B2B

- **Crafted** a long-term product strategy by leveraging strong judgment skills to position McKinsey's offerings for competitive advantage, improving market adoption.
- Improved data processing and analysis efficiency by **30%**, ensuring **refined insights** for client reporting.
- Partnered with data scientists to integrate **data visualization** and **advanced analytics,** improving organizational profiling.
- Directed **UAT, SAT**, and **integration testing**, achieving a **99.2% success rate** in system performance.
- Facilitated **sprint planning, backlog grooming**, and **Scrum ceremonies**, maintaining **95% on-time project delivery**.
- Applied **AI-powered analytics** to streamline data insights, improving client deliverables and **stakeholder satisfaction**.
- Applied strong **ideation skills** to develop key proofs of concept (POCs), aligning new features with business needs.
- Resolved bugs swiftly, **reducing patch releases and hotfixes by 85%** and improving system stability.
- Orchestrated **cross-functional collaboration** in sprint planning, integrating team feedback to successfully launch **12 product features** that enhanced user engagement and retention.

Project – Yes Bank   **Title:** Program manager
Domain: Fintech | Consulting | PMO

- Spearheaded collaboration between StatusNeo and Yes Bank, expanding the **on-site team from 5 to over 100** members within one year, resulting in enhanced operational capacity.
- Defined long-term **product vision** and strategy, improving project efficiency and cross-team collaboration by **20%**.
- Developed and presented **business plans and financial projections**, enabling informed stakeholder decision-making.
- Implemented enterprise-grade processes, reducing project **delivery timelines by 20%**.
- Managed **budgeting, forecasting**, and resource allocation to support large-scale product initiatives.

Dangora Print and publications Pvt. Ltd.   05/2020 - 05/2021

Project: Digital Media   **Title:** Director of Technology

Domain: Web Development | Cloud | Leadership

- **Directed the strategic vision** and development of digital products, improving **operational efficiency by 25%** through streamlined processes and innovative solutions.
- **Enhanced product features** based on customer feedback, **increasing user engagement and satisfaction by 15%** across digital platforms.
- **Managed** budgeting and financial planning, **reducing operational costs by 10%** while maintaining product quality and timelines.
- **Led customer-driven product enhancements**, resulting in **15%** growth in user engagement.
- **Oversaw recruitment, training,** and management of **20+ team members**, optimizing team performance and improving **project delivery**.
- **Collaborated with the board of directors** to define long-term strategic goals, ensuring alignment of the technology roadmap with business objectives and market demands.
- Directed daily digital operations, ensuring compliance and maximizing effectiveness.
- **Championed agile methodologies** to accelerate product development cycles, **reducing time-to-market** for key digital initiatives.

Tata Consultancy Services   05/2016 - 05/2020

Project: Hilton Hotels.   **Title:** Product Owner

Domain: Hospitality | Consulting

- Cut operational **costs by 15% and** reduced ticket resolution time by **20%** through ServiceNow implementation and automation.
- Performed **API testing** and **user acceptance testing (UAT)**, achieving a **98% success rate** in integration testing.
- **Cultivated robust client relationships**, ensuring **100%** adherence to regulatory compliance.
- Produced documentation, proposals, and study materials to support project initiatives.
- Monitored and documented errors and bug fixes across **TEST**, **STAGE**, and **PROD** environments.

Project: Department of Posts   **Title:** Project manager

Domain: Govt ISU | POS | Delivery

- Led the digitization of post offices in the **Chhattisgarh region**, deploying **SAP** and related applications for postal operations, **enhancing operational efficiency and accuracy by 60%.**
- Conducted meetings and presentations with divisional heads and stakeholders, improving **decision-making efficiency by 20%.**
- Served as the liaison between the **Postal Department** and central teams, ensuring a **100% approval rate** for timely project rollouts.
- Facilitated collaboration between DOP and TCS teams, improving operational efficiency.

Project: PricewaterhouseCoopers (PWC)   **Title:** Business Analyst

Domain: Big 4 | Consulting | Quality

- Assessed business processes, identifying areas for improvement and **increasing efficiency by 15%.**
- Carried out quality audits, ensuring the integrity of deliverables for **PwC** Bangalore.
- Delivered **ITIL training** to enhance incident management and service delivery processes across the organization.
- Documented findings from quality audits for stakeholders, **boosting compliance and efficiency by 15%**.

Project: National Broadband Networks   **Title:** Team Lead

Domain: Telecom | Technical | Network

- **Designed** and deployed **FTTB** (Fiber to the Building) and **FTTN** (Fiber to the Node) architectures.
- Designed end-to-end network paths using **AutoCAD-based GIS**, improving **network efficiency by 20%**.
- Performed multiplex testing, resolving port speed issues and **reducing downtime by 15%**.
- Specialized in last-mile copper technology, optimizing connectivity for over **50 clients**.
- Tested multiplexers, monitored port speeds, and recommended necessary adjustments.

Tathaastu India Pvt Ltd.   01/2013 - 03/2016

Project: Not applicable   **Title:** Solution Engineer

- Provided technical support and managed the IT infrastructure transition, ensuring a smooth migration and minimal disruptions.

Education & Certifications

Master of Science (CSE): Sunrise University Alwar   *07/2015 - 072017*
Bachelor of Engineering: R.I.T. Indore   *07/2010 – 05/2015*

Certifications

- Pursuing a **PG program in Artificial intelligence** from the **University of Texas at Austin** to be completed on 12/2024.