



NAVEEN VADTHYAVATH

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B.Tech & M.Tech graduate from IIT Madras with expertise in Product Management, Business Strategy, Consulting, and Marketing. Skilled in managing projects, leading cross-functional teams, and delivering customer-centric solutions with an analytical approach. Passionate about strategic roles in **Product/Project Management, Analytics & Consulting, and Marketing.**

EDUCATION

Year	Course	Board / Institute
2021	Bio-Engineering (B.Tech. & M.Tech)	Indian Institute of Technology, Madras
2016	12 th Grade	Telangana Board Narayana Junior College, Hyderabad
2014	10 th Grade	AP Board (SSC) APTWREIS(Boys), Vikarabad

CERTIFICATIONS

- Professional Diploma in Agile & Project Management Certification
- Scrum Master Certification Course
- Agile Metrics for Agile Project Management Certification
- Business & Data Analyst Certification
- Business analysis for management decisions

TECHNICAL SKILLS

Analytics & visualization: Advance Excel, Power Bi, SQL and Python fundamentals

Project Management: Agile, Scrum, Product life cycle, Market research, Road-mapping, Wireframing, Consulting frameworks

Supply Chain: Sap Scm, JIT, TQM, Demand Planning, Inventory Optimization

SOFT SKILLS



CORE COMPETENCIES

- SaaS Product Lifecycle Management
- Agile Development Methodologies
- Cross-Functional Team Leadership
- Market Analysis and Customer Insights
- Business Analysis and Operations
- Data Analysis and Decision-Making
- Requirement Gathering
- Technical Documentation

PROFILE SUMMARY

- Experienced IT Consultant & Banking and Finance with over **3 years** of expertise in managing end-to-end **SaaS implementations**, process enhancements, and driving adoption across diverse industries.
- Proficient in **Business Analysis, Product Management, and Stakeholder Engagement**, with a proven track record in gathering requirements, conducting As-Is/To-Be Analysis, and delivering customer-centric solutions.
- Skilled in defining **product vision, roadmaps, and leading sprint planning** to prioritize and execute tasks, ensuring timely delivery and alignment with business objectives.
- Adept at leveraging **data analysis and operational insights** to enhance product performance, streamline processes, and improve customer satisfaction.
- Strong **cross-functional collaborator** and effective team leader, recognized for delivering strategic solutions and meeting corporate goals efficiently.

WORK EXPERIENCE

BRANE ENTERPRISES PVT LTD | Hyderabad, India

Product Manager | January 2024 - Present

Project : (Media & Entertainment)

- Led** the creation and deployment of a digital rights management product for **movies and web series**, achieving a **50% improvement** in operational efficiency by automating processes and integrating with IMDB.
- Designed** and optimized the Seller module, facilitating profile creation, title addition, and **legal rights verification**.
- Implemented** blockchain technology on the Ethereum network to ensure secure and **unchangeable transactions**, which greatly improved security, made it easier for users to access, and built stronger customer trust.
- Directed** a cross-functional team to integrate and enhance project workflows, ensuring **synchronization and customization** across various departments.
- Fostered** collaboration and effective **problem-solving**, gaining comprehensive insights into digital rights creation, verification, and trading.

Highlights:

- Strategically developed and launched **next-generation SaaS products** using no-code platforms, enhancing **customer adoption** and market penetration by aligning features with precise customer and market requirements.
- Led engagements to validate hypotheses, gather feedback, and conduct rapid prototyping, resulting in a **35% faster** time-to-market and a **50% increase** in customer satisfaction across diverse industries.

ICICI BANK PVT LTD | Chennai, India

Product & Business Analyst | June 2022 - June 2023

Role:

- Actively participating in product review meetings with **cross-functional teams** to discuss project progress, **identify gaps**, and propose effective solutions to enhance product development and delivery.
- Expertly executing end-to-end processes, encompassing **financial analysis, note making, CMA**, annual credit reviews, and **documentation**, ensuring seamless business operations
- Diligently conducting due diligence on customers by analyzing their last **3 years financials, repayment track, and banking performance**, mitigating potential risks and enhancing customer relationships.
- Preparing comprehensive reports by scrutinizing documents filed by working **capital market issuers**, ensuring strict adherence to **documentation requirements** and regulatory compliance.

- Stakeholder Communication
- Process Enhancement
- Risk Analysis
- Customer Satisfaction & Retention
- Product Strategy



POSITION OF RESPONSIBILITY

Hostel Affair Secretary, *Committee Member, 2020 - IIT Madras*

Successfully managed a budget of 20 Lakhs and coordinated with Hostel Secretaries to execute various events, while implementing safety measures and protocols during the Covid-19 pandemic.

Saarang Security, *Super-Coordinator, 2020 - IIT Madras*

Achieved a reduction of INR 1 Lakh in event expenses and led a team of 18 coordinators and 80 volunteers and volunteers to ensure the safe functioning of events during the festival.

Institute FR (Facility & Requirement) *Super Coordinator 2019 - IIT Madras*

Managing a budget of 40 Lakhs, effectively meeting the increased demand for institute facilities and ensuring the smooth execution of 100+ events, lectures, workshops, and cultural activities throughout the year.



AREA OF INTEREST

Product / Project | Analytics & Consulting
| Marketing



PERSONAL DETAILS

Date of Birth: 13th July 1997

Languages : Telugu, Hindi, English, Tamil

Permanent Address: Hyderabad, India

- Collaborating with **multiple stakeholders** to guarantee **high-quality deliverables**, fostering strong relationships and promoting a customer-centric approach.
- Spearheaded tailored solutions that improved **customer satisfaction** scores by **35%** and reduced onboarding time by **50%**, contributing to long-term product retention.

Highlights:

- Performed data analysis using **SQL, Excel** & resolved queries of business clients.

SKYFI LABS PVT LTD | Bangalore, India

Business Operations & Client Success Manager | June 2021 - May 2022

Role:

- Spearheaded several operations including **SLAs Management** (Service Level Agreement), and CSAT (Customer Satisfaction).
- Monitored **demo class** operations, **domestic and international** client operations, and **trainer** operations, ensuring seamless coordination and execution of business activities.
- Addressed grievances and assisted HR in recruiting **150+ robotics** trainers, leading to a **40% improvement** in trainer availability and a **15% increase** in training program enrollment.
- Developed and implemented **operational policies & procedures**, promoting standardization & efficiency across the organization.
- Managed **inventory** and ensured **customer satisfaction**, driving customer retention and loyalty.

Highlights:

- Successfully led a **team of 8** to manage end-to-end **training processes** for trainers, fostering continuous learning and achieving a **90-95% success rate** in customer acquisition and retention by convincing clients to extend courses from **10 to 50 classes**, driving significant business growth.



INTERNSHIPS

Digital Marketing Intern, **108 Bespoke.com**, Bangalore (Jan'20-Mar'20)

Highlights:

- Managed **social media pages**, collaborated with the **graphic design team**, posted quality content, identified and collaborated with **influencers** to promote newly launched **products**, and improved engagement on Instagram through polls, giveaways, & surveys.

Product Marketing Intern, **Flutch.in**, Hyderabad (Aug'19 - Dec'19)

Highlights:

- Spearheaded product marketing campaigns for **15 brands**, developed a network of **100+ social media** influencers, acted as the primary liaison for influencer partnerships, delivered strategic insights to the **product team**, and enhanced influencer engagement.