Chaitanya Belhekar

Entrepreneur & Product Manager

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Results-driven entrepreneur & product strategist with **3+ years** of experience in **end-to-end product development** & **3 years** in data analysis. **Founded SkillGati** - an e-learning platform to empower agri-entrepreneurs. Led a team of **12 members** from ideation to serving **9,000+ rural youths** across 20+ states, turning vision into reality. Proven success in stakeholder management, risk management & **agile methodologies**. Seeking **a product management role** to apply my entrepreneurial mindset & technical skills in driving product innovation & business growth.

Education

B.Tech, Electronics & Communication Engineering   *2013 to 2017*

Visvesvaraya National Institute of Technology, Nagpur

Skills

Leadership: Cross-Functional Team, Data-Driven Decision Making, Problem Solving, Strategic Planning
Analytics: Data Analysis, Data Visualization, A/B Testing, KPI Tracking
Project Management: Agile, Scrum, Lean, Kanban, Waterfall, Jira, Trello, Asana, Discord, Slack
Project Execution: Budgeting, Resource Allocation, Project Scope, Progress Tracking, Risk Mitigation
Technical: Python, MySQL, PowerBI, Excel, API Integration

Experience

Founder & CEO   *Dec. 2021 to Current*

SkillGati (OneAgri Innovations Pvt. Ltd.) – Pune
*A mobile-based e-learning platform to **upskill agriculture learners** using online courses from the best agriculture institutes in their desired language - www.skillgati.com*

- Ideated, built & scaled **SkillGati from concept** using market research & lean methodology, achieving **16,000+ app downloads & 5,500+ user hours of engagement** within 15 months.
- Developed & launched **8 digital training programs** in 3 languages using the agile methodologies, collaborating with **6 knowledge partners** within planned timelines & budget constraints.
- Achieved an industry-leading **60%+ program completion ratio** using gamified learning & cohort-based personalized model, empowering 200+ agri-entrepreneurs to boost their income, ensuring real-life impact.
- Spearheaded **product strategy & roadmap development** using customer insights & user-centric approach, growing the revenue from ₹15,000 to **₹1 lakh in 3 months,** aligning with business objectives.
- Built & led a cross-functional **team of 12** (product, tech, marketing, sales & customer success) using agile leadership & delegation, growing a **community of 60,000+ farmers**.
- Reduced **user drop-off rates by 18% through A/B testing**, enhanced UX with streamlined navigation, and automated customer success workflows for better engagement.
- Conducted **regular sprints** to ship key product features such as WhatsApp API integration & progress tracking, resulting in **on-time delivery of 95% of project milestones**.

- Developed & managed key **partnerships with Tata Trusts & Govt. of India** delivering impactful upskilling projects for 1,000+ beneficiaries, aligning with stakeholders' goals, timelines & budgets.
- Generated **₹25 lakhs+ in revenue** from B2C & B2B customers by launching new products, and driving user acquisition through social media campaigns, influencer partnerships & franchise models.
- **Secured ₹45 lakhs in funding**, overseeing financial operations, optimizing resource allocation, and delivering projects within scope and timeline, **driving cost savings and operational efficiency**.

Product Lead   *Jan. 2021 to Dec. 2022*

Digital Impact Square, TCS Foundation – Nashik

- Conducted extensive user research **involving 150+ interviews & surveys** to identify core customer pain points; created detailed user personas directing product development & increasing **user acquisition by 120%**.
- Experimented with **multiple product iterations,** A/B testing of design & feature prioritization, **using lean methodology** to address key user pain points & build a scalable, customer-centric product.
- Led the **design & launch of SkillGati's MVP** (blog course, audios & videos), incorporating user feedback through surveys & experiments, leading to iterative improvements such as simplified navigation.

Data Science Intern   *Jun. 2020 to Dec. 2020*

Edgistify – Mumbai

- **Customized a YOLO v4 machine learning model** to identify relevant warehouse ads from classified sections of newspapers to **boost lead identification** for the Growth Strategy team.
- Built an **end-to-end lead generation pipeline** using Selenium to scrape data from classified sections, automating data preprocessing & integration with the ML model, **increasing leads by 5x.**

Business Analyst   *Jul. 2017 to Feb. 2020*

Clairvolex IP Solutions Pvt. Ltd. – Bengaluru

- Conducted comprehensive **market sizing**, competitive intelligence, & landscape analysis for emerging technologies using advanced research tools, guiding strategic decision-making.
- **Supported strategy teams** of leading global tech companies with actionable, **data-driven insights**.
- Provided VC funds with in-depth technology **landscape analysis**, helping them make informed **investment decisions** in key emerging technology sectors, based on competitive insights.

Certifications

Deep Learning Specialization - *Coursera*	*Nov. 2020*
Data Analysis with Python - *DataCamp*	*Apr. 2020*
Google Project Management - *Coursera*	*Currently Pursuing*
AI for Product Management - *Product School*	*Currently Pursuing*

Interests

- Enjoy running & have completed 5k & 10k, which helps me clear my mind.
- Avid reader & blogger, regularly exploring topics in technology & philosophy.
- Cycling keeps me on the move, and chess keeps my mind sharp.