

Ayush Kabra

✉ akabra392@gmail.com

☎ 9828075654

🌐 ayushkabra392

WORK EXPERIENCE

LagaoSolar

Co-founder and CEO

June 2023 - November 2024

- **Platform Development:** Designed and developed an innovative solar industry aggregator platform to streamline stakeholder collaboration.
- **Sales Leadership:** Led B2B and B2C sales, building strategic partnerships with manufacturers, distributors, and EPC channels.
- **Operational Leadership:** Managed stakeholder relations, assembled installation teams, and oversaw project execution while developing strategic roadmaps and driving client acquisition.
- **Market Research:** Conducted in-depth market and user research to identify customer pain points, refine strategies, and enhance service delivery.
- **Product Development:** Successfully transitioned the product from ideation to launch, pivoting and refining the initial concept to meet market demands.

EZ Works

Product Management Associate

July 2022 - Feb 2023

- Improved user journey by identifying major gaps, resulting in a decrease in bounce rate and 15% improvement in product metrics.
- Designed and developed a Notification system for multiple products, increasing user engagement by 30%.
- Streamlined sprint planning from product development to launch, reducing project timelines by 20%.
- Led a team of developers in parallel product execution for two products, increasing productivity by 40%.
- Delivered precise PRDs, effectively aligning diverse teams with the company's overarching vision, resulting in a significant reduction in project delays.
- Orchestrated cross-functional teams to ensure timely delivery of product features, reducing project timelines.
- Aligned product vision with company goals, catalyzing improved product-market fit and fostering increased company growth, resulting in a 25% increase in revenue.
- Conducted extensive market and user research, implementing insights that improved product relevance and increased user satisfaction by 20%.

The Student Junction

Product Management Intern

May 2022 – June 2022

- Contributed to multifaceted organizational objectives, leveraging skills, knowledge, abilities, and achievements.
- Acquired essential skills in API integration, product roadmap development, and leadership.
- Demonstrated design proficiency by delivering numerous prototypes on Figma and Adobe XD.

EDUCATION

Shri Mata Vaishno Devi University

B.tech Computer Science – 7.76

Aug 2018 – June 2022

SKILLS

- Proficient in a range of technical tools, including Claude, CursorAi, V0, Webflow, Framer, SQL, JIRA, Adobe XD, Figma, and Product Testing, with expertise in HTML and CSS.
- Utilized PRDs, Python, ML, Excel, and ChatGPT to drive data-driven insights, with a strong foundation in market research and googling for effective problem-solving.