

AROOSH DAYAL

Senior Product Manager

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PROFESSIONAL SUMMARY

Results-driven Senior Product Manager with 9+ years of experience across enterprise SaaS, consumer mobile, gaming, and fintech. Proven track record: \$38M+ cumulative revenue impact, 100M+ users served. MBA from IIM Ahmedabad with strong technical foundation from IIT Guwahati. Expertise in data-driven product decisions, multi-agent systems, and cross-functional leadership.

KEY ACHIEVEMENTS

• \$38M+ Total Revenue Impact across companies • 100M+ Total Users Served
• 24+ Max Stakeholders Managed • 15+ AI Features Launched • 7x Customer Growth
• Chairman Award 2022 (Bharti Airtel) • GCMA Superstar (American Express)

PROFESSIONAL EXPERIENCE

Senior Product Manager • Eightfold AI • Jan 2024 - Jun 2025

• Led AI Resource Management product, launched 15+ features, scaled 1 → 7 customers (\$12M+ ARR)
• Managed complex stakeholder ecosystem, received 50+ recognition shoutouts for excellence
• Drove AI-powered solutions adoption, achieving significant customer growth and retention

Senior Product Manager • Zynga • Feb 2023 - Sep 2023

• Managed Compliance & Social products for 119+ game studios, saved \$3M+ revenue
• Redesigned user opt-out flows, reduced operational overhead by 40%
• Improved cross-studio product consistency and user experience

Senior Product Manager • Bharti Airtel • 2021 - 2023

• Managed Field Service Management platform (100K+ users, \$700Cr+ account value)
• Won Chairman Award 2022 - 'Win with Digital', managed 24+ stakeholders
• Delivered critical features for telecom infrastructure management

Lead Product Analyst • Bharti Airtel • 2019 - 2021

• Led analytics for Airtel Thanks App (100M+ MAU), improved postpaid leads by 140%
• Developed data-driven insights for customer acquisition and retention strategies

Business Analyst II • American Express • 2017 - 2019

• Built XGBoost models driving \$23M+ revenue impact, achieved GCMA Superstar (Top 6/250+)
• Developed predictive models for business targeting and risk assessment

EDUCATION

PGDM (MBA) • IIM Ahmedabad • 2015-2017

B.Tech Electronics & Communication • IIT Guwahati • 2010-2014

TECHNICAL SKILLS & EXPERTISE

Product Strategy • Multi-Agent AI Systems • Machine Learning • Data Analytics
Stakeholder Management • Go-to-Market Strategy • Cross-functional Leadership
Enterprise SaaS • Consumer Products • Gaming • Fintech • Telecom