

SIDDHARTH CHINTALA

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Personal Statement

I am a highly proactive and motivated individual with a deep passion for Entrepreneurship and Product Management. I am currently seeking roles in Business Development and Strategy Planning at a Startup or Enterprise that is developing exciting web-based software applications.

At Foyr, a cloud based real estate design and collaboration SaaS Startup, our unique business model consists of simultaneously developing and marketing our Software as well as undertaking individual client projects on the same platform. My role as a product manager puts me in a crucial position where I not only undertake new projects with local clients but also concurrently help optimize our software by collaborating with developers based on those clients' inputs. I was also instrumental in ramping up our online presence with Youtube tutorials that consistently receive several thousand impressions per video.

During my time at GTKonnect, a trade and logistics management SaaS company, I worked with the technology team to create an internal Wiki to streamline communications and project updates for which I received a fast-tracked promotion. At the same firm, I co-created iKonnnect+ a social platform for professionals interested in discussing import/export related news and topics, the first of its kind in the Industry, which to this day, remains one of the main sources of lead generation for the company. I worked on the entire marketing life cycle of this platform, collaborated with the technology team and end users to fine tune the platform using lean startup methodologies and successfully championed a freemium model over a premium model to upper management.

As an Entrepreneur, I co-founded an online car customization and ecommerce startup. Although our startup never gained critical mass, the experience combined with my immersion into the burgeoning tech ecosystem of India and Silicon Valley practices, taught me a great deal. I developed a keen interest in management and productivity tools like Notion and Project Management frameworks such as Agile, Scrum and Kanban and also realized early on that most ideas that I could have would be related to digital business and rely heavily on web development. I began to learn how to code and my interaction with developers also improved exponentially and further expanded my skillset.

During my Internship, I hope to learn more about how a Startup or Enterprise functions from a founder level perspective regarding topics such as determining product/market fit, assembling exceptional teams, promoting a positive office culture, Investor relations and marketing strategy.

To your organization, I would differentiate myself by always trying to find the most elegant and efficient solution to difficult problems while always keeping an eye on the big picture.

EXPERIENCE

MAY 2019 – PRESENT

PRODUCT MANAGER, FOYR

- Conduct client meetings for market research and map product requirements for pilot use
- Responsible for on-boarding new clients
- Manage tech developers from three time zones
- Networking to onboard new clients

JAN 2017 – MAY 2019

SR. BUSINESS ANALYST, GTKONNECT

- Co-Conceptualized and took charge of iKconnect+, a collaborative trade management software
- Managed the entire marketing life-cycle of iKconnect+
- Reviewed overall organizational growth strategy

JUNE 2014 – DEC 2016

BUSINESS ANALYST, GTKONNECT

- Performed key market analysis and competitor analysis for the flagship product
- Performed industry research and prepared import cost reports for senior leadership

EDUCATION

2011-2014

BACHELOR OF COMMERCE, GANDHI INSTITUTE OF TECHNOLOGY AND MANAGEMENT

BUSINESS MAJOR

ACHIEVEMENTS

- GMAT – 720(94 Percentile)
- Secured fast-tracked promotion for outstanding contribution at GTK

SKILLS

	Proficiency
Python	Basic
JavaScript	Basic
HTML&CSS	Basic
Notion	Intermediate

LANGUAGE PROFICIENCY

	Speaking	Writing
English	Advanced	Advanced
Telugu	Intermediate	Nil
Hindi	Basic	Basic