

# Gauri Khotele

MBA · VGSOM, IIT Kharagpur

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## Education

### VGSOM, Indian Institute of Technology, Kharagpur

Master of Business Administration

CGPA - 7.44/10

Jun 2024 - May 2026

### Smt. Kashibai Navale College of Engineering

B.E in Computer Engineering

CGPA - 8.74/10

Jul 2019 - Jul 2023

## Work Experience

### Jumbotail Technologies

Bangalore, India

Summer Intern

May 2025 - Aug 2025

- **Led the end-to-end revamp** of product discovery systems, including search, autosuggestions, and recommendations, to significantly improve growth, product discoverability and user engagement for a **₹200 Crore per month** grocery platform
- Enhanced relevance and **reduced irrelevant and zero-result queries by 40%** using semantic search with vector embeddings and phonetic matching on Elasticsearch. Reduced autosuggestion latency from **500ms to 100ms**, enhancing user experience
- **Built brand-aware recommendation logic** for non-KVIs, using data on co-purchases and user behavior to create a more equitable discovery experience increasing discovery and helping **64%** of brands grow unique customer reach through equitable exposure
- Conducted a thorough analysis of user journeys data to identify high-friction points in search, browse, and recommendation flows, defining success metrics and implementing **A/B testing** to validate feature impact and ensure a data-driven approach to development
- Collaborated with engineering, data science, and merchandising teams to deliver impactful features directly influencing the product roadmap and driving improvements in key metrics including **CTR, search-to-cart conversion, and overall GMV growth**

### Jio Platform Ltd.

Mumbai, India

Assistant Manager, Service Validation

Jan 2024 - Jul 2024

- Contributed to the successful launch of JioTranslate by supporting **defect resolution and leading competitive benchmarking** and impact analysis, enabling informed product decisions and prioritizing high-value features
- Utilized Azure DevOps to streamline tracking, **feature prioritization, and QA alignment**, which **reduced iterations** and enabled faster, more **accurate product releases** benefiting multiple teams and improving cross-team efficiency
- Performed requirements gathering and identified core user and business needs, reducing post-deployment changes by **32%**
- Managed **product testing workflows** for MyJio and Jio.com, validating over **50 test cases** daily to maintain high product quality and integrity, ensuring all feature rollouts adhered to **Functional Requirement Documents** (FRDs)

### Sunny InfraProjects Pvt. Ltd.

Bhandara, India

Intern, Project Management

Jan 2023 - Jun 2023

- Analyzed process flows and **identified** bottlenecks and inefficiencies in the process that were impeding timely completion
- **Managed** project timelines and scope adjustments, updating schedules, mitigating risks, reallocating resources, and communicating changes to stakeholders to ensure alignment with milestones and business objectives

## Achievements

- **Placement Coordinator, VGSOM, IIT Kharagpur** – Acted as a bridge between students and recruiters, facilitating a professional environment for placements and ensuring seamless coordination across all stages of the recruitment process
- **Team Leader, AIESEC Pune** – Established international partnerships and guided over 30 students in securing global internships through structured outreach, strategic communication, and stakeholder management
- **Event Organizer, SKNCOE** – Planned and executed The Anvita Show, a high-impact college event with 5,000+ attendees, managing event logistics, vendor coordination, and audience engagement for a memorable experience
- **Captain, National Handball Team** – Led a 16-member squad in three consecutive national championships, including a Gold Medal finish, while mentoring junior players and fostering high-performance teamwork under pressure

## Certifications

- **Certified Scrum Product Owner (CSPO)** – Scrum Alliance – 2025
- **Agile Project Management** – Udemy – 2024
- **Microsoft Power BI for Business Intelligence** – Udemy – 2024

## Languages

**English** Professional proficiency

**Hindi** Native proficiency