# **Jay Rangi**

# **Product Manager**

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#### **SUMMARY**

- Data-driven Product Manager with expertise in AI powered solutions, Machine Learning (ML), SaaS, and B2B
  PropTech. Specialized in data driven decision making, Go-to-Market (GTM) strategy, and building customer
  centric products. Currently leading technical product management at Quara AI, developing LLM based AI
  models and in-product instrumentation to drive Key Performance Indicators (KPIs) and product metrics,
  delivering insights for the Gulf market.
- Demonstrated success in Strategic planning, Product vision, Roadmap execution, and Cross-functional collaboration across AI, HR-tech, fintech, and PropTech. Skilled in stakeholder alignment and agile methodologies to scale innovative solutions

#### **WORK EXPERIENCE**

#### **Product Manager - AI,** *Quara Holdings* □

08/2023 – 03/2025 | Gurgaon, India

- Spearheaded technical product management for a B2B PropTech insights platform, integrating Al-powered predictive models to estimate property values, rental trends, and market demand across the Gulf region generating over \$100,000 in annually recurring revenue.
- Developed an LLM-powered natural language search feature, enabling users to search for properties using conversational queries, leading to a 35% increase in search engagement and a 22% improvement in queryto-conversion rate by enhancing search relevance and user experience.
- Created a lead qualification tool using classification modeling, enhancing conversion rates by 25%.
- Designed and launched an LLM-powered AI chatbot, improving lead profile completion from 43% to 62% and increasing customer engagement by 18%.
- Benchmarked industry trends to refine AI solutions, Go-to-Market (GTM) strategy for AI-driven PropTech solutions.
- Collaborated with cross-functional teams across engineering, design, and sales to drive agile product delivery and roadmap execution.

#### **Associate Product Manager,**

01/2022 – 08/2023 | Noida, India

foundit (Formerly Monster APAC & ME) ☐

- Defined and executed product vision and strategy for UX and onboarding across nine markets, increasing profile completeness by 14% and user engagement by 8%.
- Led agile product delivery, prioritizing features and backlog management, driving seamless execution with cross-functional teams.
- Scaled an AI-enhanced Resume Builder to 100,000+ monthly creations, leveraging data-driven insights and CRO techniques.
- Increased email campaign CTR from 3% to 15% through A/B testing, AMP mailers, and personalized segmentation.
- Implemented an AI-driven chatbot, enhancing customer satisfaction, reducing support workload, and improving engagement.
- Established KPIs and performance tracking frameworks, driving continuous UX improvements based on behavior analytics.
- Researched competitive landscape to refine product features and Go-to-Market (GTM) strategy for user acquisition and retention.

#### **Associate Product Manager,** Freecharge **2**

02/2021 - 01/2022 | Gurgaon, India

- Owned product roadmap for digital payments, wallet, and rent payments, launching features that generated ₹6,00,000 GMV monthly through CRO and data-backed optimization.
- Designed and initiated a "Kids Wallet" with Axis Bank, expanding into financial services while ensuring regulatory compliance and seamless API integration.
- Automated merchant settlement reconciliation by implementing secure data pipelines, error-detection mechanisms, and financial operations enhancements to improve accuracy.
- Reduced transaction costs via MDR optimization through vendor negotiations
- Conducted competitor and market research to refine the Go-to-Market (GTM) strategy for digital payments.

## Management Trainee - Product, People Group (Shaadi.com) ☑

06/2020 - 02/2021 | Mumbai, India

- Optimized matchmaking algorithms using behavioral insights, increasing successful matches by 20% and reducing churn by 15% through refined segmentation and personalization.
- Resolved logical issues with VIP relationship management features, enhancing premium user engagement and satisfaction with AI-driven match personalization.
- Built a predictive model to forecast CRM ticket likelihood and categorize topics, reducing response time by 15% and enhancing customer support efficiency.

#### MBA Internship, Lenskart ☑

04/2019 – 05/2019 | Faridabad, India

- Increased John Jacobs Sunglass sales by 25% through market research and inventory optimization.
- Defined retail store KPIs to align with category goals and Go-to-Market (GTM) strategy.

# **Software Engineering Internship,** *Petrofac* □

01/2017 - 07/2017 | Gurgaon, India

Developed a Remote Monitoring System for real-time analytics and deployment insights.

#### **EDUCATION**

MBA - Marketing/IT Analytics, IMT Ghaziabad ☑

2018 - 2020 | Ghaziabad, India

**B.Tech - Computer Science,** *Manipal University Jaipur* ☑

2013 - 2017 | Jaipur, India

## **SKILLS & INTERESTS**

- **Technical Skills:** Python, SQL, Power BI, Tableau, Mixpanel, CleverTap, Adobe Analytics, Optimizely, Figma, JIRA, API Integrations, A/B Testing, Microservices.
- **Product Management:** Product Vision & Strategy, Product Roadmap, Prioritization & Backlog Management, Agile (Scrum & Kanban), Go-to-Market (GTM), Cross- Functional Collaboration, Stakeholder Management, Data-Driven Decisions, Experimentation & Growth Metrics.
- AI & Data Science: Machine Learning (Prediction, Classification, NLP, Forecasting, Clustering, Association Rules, Recommendation Systems), Generative AI (LLMs, AI-powered Chatbots), Data Instrumentation & Analytics, KPIs, Conversion Rate Optimization (CRO).
- **Industry Expertise:** AI & SaaS, Fintech, Digital Payments, B2B PropTech, E-commerce, Cloud Computing (AWS, GCP), Financial Markets.