Sudip S Jamwal

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EDUCATION

IIT Bombay	M.Tech *(Product Development & Mfg.)*	2020	9.45/10
IIT Bhubaneswar	B.Tech Hons. *(Mechanical Engg.)*	2018	8.48/10

EXPERIENCE

Flexiple ⬀
Bengaluru, India

→ **Product Manager** — *July 2024 - Present*

- Migrated the **product from no-code to code**, improving user experience, performance, & enabling the product to handle **10x user base**
- Developed & implemented a comprehensive **Role tracking dashboard** with metrics on role health, suggestive steps, conversion probability, and revenue forecasting, enabling data-driven decisions and efficient resource allocation - this allowed the team to handle **50%** more roles
- Designed a **post-conversion workflow** (for creating & managing converted roles, timesheets & invoices) - reducing execution time by **70%**
- Designed end-to-end **talent communication system** to improve engagement, responses & streamline hiring process. (testing the prototype)
- Redesigned the **talent onboarding process** (reducing **60%** input parameters), by implementing an **intelligent profile completion system** that leverages resume & LinkedIn data to automatically populate comprehensive candidate and company information (currently in testing)
- Implemented 30+ **product improvements** - core features & flows - to enhance efficiency (team) and experience (for clients and candidates**)**

→ **Process Lead** (Founder's Office) — *Sept 2023 - Jun 2024*

- Grew a new business vertical (full-time hiring) from ground-up to **$160,000 ARR** (projected) & generated overall revenue of **$300,000**
- Achieved **3x** operational efficiency by implementing strategic and process improvements, including talent persona framework, standardized workflows, recommendation structures, communication protocols, and talent sourcing and pool optimization
- Led a **team of 3 members**. Established clear SOPs and KPIs, resulting in **100% increase** in successful recommendations and conversions

KLA Corporation ⬀
Suwon, South Korea

→ **Product Applications Engineer** — *Jul'22 - Mar' 23*

- Conducted semiconductor wafer inspection, fine-tuning **40+ parameters** to develop optimized configuration, to identify & classify defects
- Achieved **100% customer retention** by creating tailored configurations & inspection procedures to outperform new competitor products.
- Generated purchase orders worth **$10M** by inspection evaluations & data-driven decisions, showcasing product capabilities to customers.

Mingout ⬀
Remote

→ **Consulting - Product Strategy & Operations Lead** (Founder's Office) — *Jun - Dec' 22*

- Spearheaded **GTM strategy** for Bangalore & Hyderabad, executing **50+** offline events of various genres and getting **1000+ paid customers**
- Lowered app uninstall rate by **35%** (over 2 months) by improving user experience, adoption & achieved **2x user retention** for online events
- Achieved positive PnL & attained ~**30%** month-on-month growth for offline events, by improving customer experience and referral systems
- Reduced CAC by **30%** through targeted pricing strategies, forming an online community of **2000+** members and **4500+** mobile app users

Applied Materials ⬀
Bengaluru, India

→ **New Product Manufacturing Engineer** — *Aug'20 - May' 22*

- Achieved **$1.5M** cost savings by developing innovative engineering products (bolt-on plate), design optimizations & structural analysis.
- Obtained a **20%** reduction in Non-Conformances by setting up robust quality control system, improving build process monitoring.
- Acted as a liaison between six different teams, **managing critical product commercialization decisions**, ensuring successful first builds.

BETiC - Biomedical Engineering Technology (incubation) Center ⬀
Mumbai, India

→ **Product Realization & Development Lead** (Founder's Office) — *Jan'19 - Jul'20*

- Developed a novel, **BIRAC (₹50 lac) grant**-winning glaucoma screening device (99% sensitive, 95% specific, **ISO 13485** & **CDSCO** certified)
- Ideated 5 different versions of the MVP, testing with **10+ doctors** & on **200+ patients** and collecting feedback & insights to optimize accuracy, cost and user comfort. The final device was **60% cheaper** than the products available in the target segment and more accurate.

SKILLS

Product → Product Strategy & Development; Product Documentation and Analytics; User Experience; Feature Architecture & Integration

Business → Business Operations & Strategy; Stakeholder (internal & external) Management; Market Research; Data-driven decision making

POSITIONS OF RESPONSIBILITY

- **Hiring & Training** (Flexiple) → Managed end-to-end hiring pipeline for two roles & mentored 3 colleagues to achieve role proficiency
- **Mentor** (Applied Materials) → Mentored 2 colleagues on product management, reviews, commercialization process & on-field activities
- **Innovation Expert** (BETiC) → Coached 10+ working professionals on Innovation & Agile practices in Medical Product Development
- **Governor** (Clix & Cinewave) → Directed a 70+ member team, to administer all photography and videography activities of the institute
- **Core Head** (Wissenaire IITBBS) → Led a 20 member team, creating and overseeing all the digital asset creation (posters, videos, website)

AWARDS & ACHIEVEMENTS (Academic & Extracurricular)

- Felicitated by the **Distinguished Alumnus** award for excellent academic performance by Alumni Association of K.C.Public School (2017)
- Secured **3rd position** amongst 26000 students who appeared for JKCET 2014 (Jammu & Kashmir's State Engineering Entrance Exam)
- Acknowledged with **2x 'Roll of Honor'** by K.C. Public School for excellent academic performance in AISSSE 2014 and AISSE 2012
- Recognized with '**Certificate of Merit**' by the Central Board of Secondary Education (CBSE) for academic excellence in AISSE 2012
- Secured **1st position** in Basketball General Championships held at IIT Bombay (PGGC) in 2020 & IIT Bhubaneswar (UGGC) in 2018
- Secured **1st position** at IIT Delhi in 48-hour film making competition and **1st position** at IIT Kharagpur in Ad-making competition