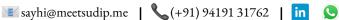
Sudip S Jamwal







EDUCATION

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

PROFESSIONAL EXPERIENCE

Flexiple (HR Tech) Bengaluru, India

Product Manager (Founder's Office)

Jul - Dec'24

- 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)

- Grew a new business vertical from ground-up to \$160,000 ARR and generated overall revenue of \$300,000, managing 30+ client relations
- Achieved 3x operational efficiency by implementing strategic and process improvements, including talent persona framework, standardized workflows, recommendation structures, communication protocols, and talent pool (sourcing and optimization)
- Led a team of 3 members. Established clear SOPs and KPIs, resulting in 100% increase in successful recommendations and conversions

KLA Corporation (Semiconductor Mfg.)

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

Applied Materials (Semiconductor Mfg.)

Bengaluru, India

New Product Manufacturing Engineer

- 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

FREELANCING EXPERIENCE

Star Labs (AI Agents & Automation)

Bengaluru, India

Jul'24 - Present

- Developed HemingwayAI (AI Agent) that automates research, and reduces content creation (maintaining content signature) time by 80%
- Developed AskMeStuff (AI Agent) on BlueSky Social that provides True/False judgements on any news or info present on the platform

Mopid (HR Tech) Bengaluru, India

Strategy & Business Development (Founder's Office)

May - Jul' 23

- Designed & implemented a 50% time-efficient WhatsApp based talent-client communication system, improving overall hiring experience
- Led business development initiatives by showcasing 60% faster conversion, due to optimized matching & processes, onboarding 10+ clients

Mingout (Community & Dating)

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

BETiC (Medical Devices & Healthcare)

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.

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 and mentored 3 colleagues to achieve role proficiency Mentor (Applied Materials) → Mentored 2 colleagues on product management, reviews, commercialization process and on-field activities Innovation Expert (BETiC) → Coached 10+ working professionals on Innovation and Agile practices in Medical Product Development Governor (Clix & Cinewave) → Directed a 70+ member team, to administer all photography and videography activities of the institute

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