

EDUCATION

IIT Bombay	M.Tech ( <i>Product Development &amp; Mfg.</i> )	2020	9.45/10
IIT Bhubaneswar	B.Tech Hons. ( <i>Mechanical Engg.</i> )	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)

Sept'23 - Jun'24

- 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

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

FREELANCING EXPERIENCE

Star Labs (AI Agents & Automation)

Bengaluru, India

Co-Founder

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)

Remote

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.

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 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 AISSE 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