Jayant Arora

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KEY SKILLS

AI Product Management | GTM Strategy | Stakeholder Management | Business Analysis & Analytics | Data Analysis | Solution Architect | Project Management | Release Management | Product Backlog | Agile | Waterfall | Pre-Sales | Negotiation | Market Research | Documentation (PRD, BRD) | Data Pipeline Design | Data Migration |

WORK EXPERIENCE

Product Owner | Product Manager
Nov '23 - Present

AtliQ Technologies Pvt. Ltd. | Vadodara, India

- Directed the entire **product lifecycle** from pre-sales to deployment, encompassing feature discussions, client consultations, **automation & AI integration**, agreements, and invoicing
- Established comprehensive **roadmaps**, setting **milestones,** defining **deliverables,** and structuring **receivable amounts** for efficient execution
- Strengthened **client relationships** through data-driven insights, predictive analytics, and pitching new features, leading to a **20% increase in client retention**
- Identified and implemented **AI-driven automation opportunities**, improving **workflow efficiency** and reducing **manual intervention**
- Led **daily stand-ups, sprint planning, reviews, retrospectives, and acted as Scrum Master**, removing blockers and ensuring seamless execution
- Conducted **in-depth competitor research**, optimizing in-house product efficiency and solving key **user pain points** to improve engagement
- Managed **relationships with global clients**, ensuring **seamless onboarding, contract negotiations, and cross-functional alignment** for smooth execution
- Ensured **zero misalignment** across **development, QA, UI/UX, and marketing teams**, enhancing efficiency and reducing miscommunication-based errors by **40%**
- Created and maintained **PRDs, BRDs, GAP documents, roadmaps, and user workflows** using **Whimsical, Visio, and JIRA**
- Managed **US-based clients** efficiently, ensuring satisfaction through flexible shifts and **real-time support during their working hours**
- Led **10+ projects** simultaneously, ensuring seamless execution and stakeholder alignment
- Facilitated direct client onboarding during agency transitions, **increasing repeat business by 30%**

Product Owner | Business Analyst
Jul '22 - Apr '23

Unifyed (LOB of EVC Labs Pvt. Ltd.) | Gurgaon, India

- Analyzed business solutions, contributed to **strategic decision-making**, and collaborated with leadership to align priorities
- Increased **delivery efficiency by 44.44%** for a key project, reducing the timeline from **9 months (planned) to 5 months (actual)** through optimized workflows
- Allied on **pricing strategy**, aligning product modules with market needs. Not only **regained 1 lost project** but also outpaced competitors
- Quantified **stakeholder buy-in and sign-off percentages**, tracking alignment over time to enhance decision-making and minimize project risks
- Developed **Power BI dashboards** for real-time deliverable tracking, enabling data-driven insights for product improvements
- Improved release management efficiency, resulting in a **20% reduction** in overhead expenses

- Identified opportunities for **process enhancement, automation**, and execute comprehensive reviews for streamlined operations
- Maintaining high product standards, attaining a **flawless match of 100% accuracy** in delivering precisely what clients envisioned
- **Made Informed decisions regarding release dates and content**, optimizing product launches. Improved release management efficiency, resulting in a **20% reduction** in overhead expenses
- Headed project deliveries and addressed client queries promptly via **ConnectWise** for enhanced client satisfaction

Product Manager | Business Analyst   Jan '19 - Jun '22

sGate Tech Solutions Private Limited (subsidiary of Skyways Air Services Pvt. | New Delhi, India
Ltd.)

- Designed and implemented an end-to-end product roadmap, defining vision and **go-to-market strategy**
- Spearheaded a new product launch, scaling from **5 customers to 10K+ users within 2 years**
- Made data-driven decisions on release dates and content, optimizing product launches for maximum impact
- Collaborated closely with growth and marketing teams for impactful campaigns, **driving a 12% increase in net profit** through festive season pricing strategies
- Analyzed key business metrics to optimize service offerings, leading to a **daily onboarding increase of 10 new customers** and **competitive rate adjustments**
- Streamlined trucking and pricing software, improving freight forwarding operations. Developed web-based solutions for **query management, CRM, and quote automation**
- Designed **Power BI dashboards** for real-time performance monitoring and **Google Data Studio reports** for sales insights, helping teams **identify target customers and optimize sales strategies**
- Worked closely with finance, operations, sales, and support teams to ensure seamless delivery and product success
- Focused on customer-centric product improvements, enhancing the user experience and ensuring high retention rates
- Led integration with multiple vendors, streamlining **booking, tracking, and payment processes** through automated workflows

QUALIFICATION

B.Tech (Computer Science Engineering)   Dec '15 - Apr '19

University of Petroleum and Energy Studies | Dehradun,India

CERTIFICATIONS / COURSES

AI for Everyone | Codebasics | Jan'25

Product Management - Career Accelerator Program | Upraised | Sep'23

CSPO (Certified Scrum Product Owner) | Scrum Alliance | Aug'23

Statistics for Data Science and Business Analysis | Udemy | Feb'23

Microsoft Power BI Desktop for Business Intelligence | Udemy | Aug'21

SQL - MySQL for Data Analytics and Business Intelligence | Udemy | Aug'21

Creating Effective Dashboards | JS Academy | May'21

MLG 001 Freight Forwarding Basics | MyLogistics Gurukul | Apr'19