

ISHAN GUPTA

Mobile: (201) 554-4298

igupta3@babson.edu

www.linkedin.com/in/ishangupta-4

EDUCATION

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Boston, MA September 2021 – December 2022

MBA (STEM - Business Analytics and Machine Learning, Entrepreneurship, Science Technology and Enterprises Intensity Track)

GPA: 3.62/4.00 (Cum Laude) ; GMAT: 710; Recipient of President's MBA Scholarship

- Relevant Coursework: Marketing High Tech Products, Machine Learning, Negotiations, M&A for Entrepreneurs, Optimization
- Paysend, USA (Babson Consulting Experience): Provided recommendations by validating test hypothesis to create product strategy and increased the activation ratio of the registered users by 200%
- Developed web3 projects using buildspace and deployed treasury smart contracts on the Polygon chain
- BetaX: Created financial models along with sensitivity analysis for consumer facing initiative to project revenues and profits

NATIONAL INSTITUTE OF TECHNOLOGY, India

August 2012 – June 2016

Bachelors in Science, Computer Science and Engineering

- Founding member of Entrepreneurship cell: Provided an incubator for 15+ startups across India
- Relevant Coursework: Database management, Data Mining, Design and Analysis of Algorithms, Software Design Principles
- Research Project: Led a team of 4 individuals to create a social network platform, and designed algorithms to quantify trust between people and scaled it to handle over 10,000 requests per second

EXPERIENCE

IOHK US LLC, Mountain View, CA

June 2022 – September 2022

Product Owner Intern

- Collaborated with design team, engineering team and business stakeholders to build interactive debugger to enhance web3 developer's experience on Cardano blockchain, and reduced debugging time by 86.4% and development time by 33%
- Created a product roadmap for interactive debugger by conducting 10+ user interviews; employed Agile methodology to translate insights into technical requirements through 5+ user stories and 120 engineering tasks

EKO INDIA FINANCIAL SERVICES, Gurgaon, India

June 2019 – August 2021

Senior Product Manager / Product Manager

- Managed a portfolio of financial products by defining a clear product strategy and OKRs based on data analysis, conviction, prioritization and bias towards action to achieve over \$6.2 million in annual revenue
- Re-defined product roadmap and strategy for mobile cloud based payment gateway over a network of 12,000 merchants and 750,000 users to increase a revenue of \$85,000/quarter by collaborating with UI/UX and in-house engineering team
- Performed cost analysis using Python and PostgresQL on data warehouse and collaborated with cross-functional teams to pursue data-driven initiatives to reduce cost by 13.86% and increase profits by 9.23%
- Launched API suite for payment and verification by collaborating with engineering team, and led the integration with 4 state banks to generate annual revenue of \$110,000 / quarter

GREAD, Agra, India

January 2019 – June 2019

Founder

- Collaborated with engineers to build a cloud-based SaaS dashboard for 50+ illustrators to enhance user engagement by providing predictive analytics using BI models to increase their reach by ~92.8% and scroll depth by ~400%
- Delivered social media platform within 4 months by documenting user stories with clear articulated acceptance criteria and participating in end-to-end verification

SERVICE LEE TECHNOLOGIES, Mumbai, India

March 2017 – January 2019

Product Manager / Senior Product Engineer

- Managed end-to-end product cycle for cloud-based SaaS Inventory Management Platform through cross-geographical collaboration with external stakeholders; shipped to 10+ countries and achieved inventory optimization by 20.67%
- Led a team of 5 engineers and collaborated with Samsung to develop a cloud-based SaaS CRM Platform and integrated 1500+ service centers in India, resulting in reduction of after-sales service turnaround time by ~22%

SKILLS

- **Business Skills:** Product management, communication, cross-functional collaboration, leadership, managing stakeholders, agile development, qualitative and quantitative market research, A/B testing, Jira, financial modeling
- **Technical Skills:** HTML, CSS, JavaScript (React, React Native, and Node), Rust, Python, MySQL, PostgresQL, Git, SAS, R, MS Excel, AWS, Azure, CI/CD, Google Analytics, Firebase