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**EDUCATION****BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS**, Boston, MA

September 2021 – December 2022

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

GPA: 3.62/4.00 (Cum Laude) ; GMAT: 710

- Awarded President's MBA Scholarship
- Relevant Coursework: Marketing High Tech Products, Machine Learning Methods, 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 to learn smart contracts development and collected NFTs for completion

**NATIONAL INSTITUTE OF TECHNOLOGY**, India

August 2012 – June 2016

B.Tech, Computer Science and Engineering

- Relevant Coursework: Artificial Intelligence, Data Mining, Design and Analysis of Algorithms, Software Design Principles
- Research Project: Led a team of 4 individuals to create a social network using Java, GraphQL, neo4j and SQL, and designed algorithms to quantify trust between people and scaled it to handle over 10,000 requests per second.
- Founding member of Entrepreneurship cell: Provided an incubator for 15+ startups across India

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**SKILLS**

- **Business Skills:** Product management, communication, cross-functional collaboration, leadership, adaptability, agile development, qualitative and quantitative market research, A/B testing, Jira, design thinking strategy, go-to-market strategy, negotiation
- **Technical Skills:** HTML, CSS, JavaScript (React, React Native, Riot, web3.js and Node), Solidity, Rust, Python, MySQL, PostgreSQL, neo4j, Git, SAS, Databricks, R, MS Excel, AWS, GoogleGCP, Azure, CI/CD Google Analytics, Firebase, machine learning

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**EXPERIENCE****IOHK US LLC**, Remote

June 2022 – September 2022

**Product Owner Intern**

- Collaborated with engineering team to introduce benchmarking for on-chain distribution network script execution, and optimized the compilation pipeline to reduce gas fees on Cardano by 41% and script execution time by 12%
- Collected insights by conducting 10+ interviews and translated broad conceptual debugging problems into technical requirements and created 5 user stories divided into 120+ engineering tasks using Scrum methodology
- Collaborated with design, engineering team and business stakeholders to build interactive debugger for Haskell and Typed Plutus byte code to enhance decentralized developer's experiences on Cardano, and reduced debugging time by 96% and development time by 33%

**EKO INDIA FINANCIAL SERVICES**, Gurgaon, India (Remote)

January 2020 – August 2021

**Senior Product Manager / Product Manager**

- Secured the ISO certification for the Android application by cross-collaborating with the audit team of Reserve Bank of India, and led 5+ DevOps to mitigate the security concerns by creating robust security architecture
- Collaborated with IDEO UI/UX team, and in-house engineering team on Figma to design product document and wireframes, and developed payment gateway on mobile using React Native, SQL and MongoDB, enabling 4.5 million transactions over a network of 12,000 merchants to generate a revenue \$155,000/month
- Performed cost analysis for the product on AWS billing and cost management services by data analytics and used MongoDB compression algorithm to help developers reduce cost by ~20%
- Cross-collaborated with different functional teams and merchants to kickstart and scale a cash-out application for the end-users by integrating with various banks' APIs and Aadhar (SSN), facilitating 230,000 transactions to generate a revenue of \$25,000 / month

**GREAD**, Agra, India

January 2019 – January 2020

**Founder**

- Collaborated with developers to build a dashboard for 50+ illustrators to create content and provided them predictive analytics to increase their reach by ~93% and scroll depth by ~400%
- Documented user stories with clear articulated acceptance criteria and participated in end-to-end verification of the social media platform to deliver the product within 4 months and helped the developers to implement continuous integration and continuous delivery

**SERVICE LEE TECHNOLOGIES**, Mumbai, India

March 2017 – January 2019

**Product Manager / Senior Product Engineer**

- Performed cross-geographical collaboration with different functional teams of Apple, and Samsung to understand the clients' requirements, and translated them to develop Inventory Management System, and shipped it across 10+ countries and 10000+ service centers to reduce inventory cost by ~20% and lead time by ~60%
- Collaborated with OnePlus team and led a team of 5+ developers to develop a CRM to process 5000+/day service fulfillment requests and shipped it across 1500+ service centers in India to reduce the service turnaround time for mobile phone after sales services by ~22%
- Designed and implemented refund / replace model for OnePlus dead on arrival devices batch to help them save ~\$3.4 million, and increase customer satisfaction score by 14%