

Jyotbir Lamba

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WORK EXPERIENCE

Kotak Securities – Kotak Neo

India's leading investment & trading platform by Kotak Securities

Mumbai, India

Product Manager – Margin Trading Facility (MTF)

Dec '23 – Present

- Working directly with tech, design, risk, ops and compliance counterparts to enhance customer experience and **increase book size by 60%** in one year
- **Reduced product activation time by 98%** to improve median time to first trade by **91%**
- **Increased in-app product visibility by 17%** on homepage **leading to 11.5% increase in orders** (5 day conversion period)

Dukaan

Building the global commerce platform from India backed by Matrix & Lightspeed Venture Partners

Bangalore, India

Product Associate (Only external product hire, with a team of 80 engineers and 15 designers)

Feb '22 – Aug '23

- Doubled the count of **third-party services** (plugins) from **22 to 46 in 2 weeks**, helping sellers to integrate services like Google merchant center, Facebook pixel and analytics, Hotjar, etc to increase platform functionality
- **Led the international launch** via AppSumo - **generating INR 1.4 Cr in additional revenue** gaining **3500+ paid users** from **110+ countries in 60 days**
- Integrated **7+ international payment gateways** including Stripe, PayPal, 2c2p; solved for **multi-language** using Google translate APIs to help sellers translate their storefront in **91 languages**
- Oversaw **end-to-end product scoping, execution, roadmap planning** and successful launch of 7+ enterprise brands, including Wow Skin Science, Syska, StyleUp, Uppercase, HealthXP, Govo, Truke and more within a span of 6 months

TresVista Financial Services

A global enterprise offering a diversified portfolio of financial services

Mumbai, India

Financial Analyst

Nov '20 – Jan '22

- Worked with 7 clients including AMC's, middle-market investment banks and private equity players; **managing a portfolio in excess of \$5bn**. Involved in tracking of portfolio metrics, **loan underwriting of \$300mn** and sector analysis for fund monitoring. Saw end-to-end execution of over **70+ deliverables** including **sale of ~\$150mn health-tech firm**
- Leveraged skills such as company profiling and industry research through **Bloomberg, IBIS, Factset, S&P CapIQ**
- Worked on the '[Women@Work](#)' report highlighting impact of Covid'19 on working women in India that was presented in front of the United Nations
- **Awarded the Shining Star Award for Analysts** as a part of the TreStellar Awards '21 and the **CSR Volunteer of the month** for Jan & Feb, '21

EDUCATION

Sri Guru Gobind Singh College of Commerce, Delhi University

Delhi, India

Bachelor of Management Studies

2020

Cumulative GPA: 7.79/10.0

Achiever of the year (2020), Star of the College (2018), President - Quiz Society, Marketing Head – Finance Cell, Marketing Lead – TEDxSGGSCC. Participated in 100+ college events across India, won 11 with podium finish in 20+

St. Columba's School

Delhi, India

Class XII - Commerce (CBSE)

2017

Cumulative Percentage: 91.6%

Art Editor for the Platinum Jubilee Edition for The Columban (2017); Core Team Member for Columban Fest (2017)

ADDITIONAL INFORMATION

Skills: Analytics – Clevertap, Mixpanel, MS Excel, Google Sheets, Tableau, SQL. Product Management – Jira, Trello, Notion.

Wireframing – Miro, Whimsical, Figma

Interests: Drawing, Quizzing, Photography, Horology, Basketball

Volunteer: Founding Team Member at Untangle, a Mental health initiative to provide affordable access to therapy