Manvi Agarwal

✉ agarwal.manvi1997@gmail.com

📞 +91 9982606796

📍 Mumbai, Maharashtra, India

Profile

Strategic product leader with 5 years of experience excelling in fast-paced startup environments. Proven ability to manage the full product lifecycle. Skilled in diverse technologies and architectures.

Leadership and Community Engagement

DreamHack 2023
Secured third place amongst 40 teams in an AI-themed hackathon with our tool that generates all media content (videos, images, and in-app assets etc.) from a single Slack command.

TEDxCTAE 2017
Organised the first ever TEDx event at MPUAT, Udaipur securing sponsorships, curating a diverse panel of 8 speakers and executing innovative marketing campaigns to reach a large audience.

Smart India Hackathon 2017
Secured 8th place out of 200 teams by ideating a real-time crowd management solution for the Science Express train. ↗

Google Developers Group, Udaipur
Led the Udaipur Chapter, a community of 200+ students. Organised DevFest along with meet-ups, hackathons and workshops, fostering collaboration and knowledge sharing among students.

Skills

- Product Strategy & Roadmap Development
- User Research & Customer Insights
- Problem Solving & Prioritisation
- Cross-functional Collaboration & Leadership
- Data-Driven Decision Making
- Compelling Communication & Stakeholder Management

Professional Experience

Product Manager, *Dream11* ↗
October 2021 – present | Mumbai, India
- Managing the rewards charter, overseeing the entire product lifecycle from strategy to execution with a data-focused and user-first approach
- Launched gamification mechanics like Skill Score, DreamBox, Missions, and Streaks resulting in a 0.4% Paid Contest Join uplift and a 72% W1 retention for DreamBox
- Introduced DreamCoins, a virtual currency earned on contest joins and burnt at the reward shop and other partner brands. This achieved an uplift of 3% in Paid Contest Join, 1.2% in GGR, and a 76% ROI
- Conducted an in-depth industry benchmarking and revamped the loyalty program to an RFM model leading to an uplift of 1.4% in Paid Contest Join, 2% in GGR, and a 64% ROI
- Conceptualised and launched an NFT-based contest format within 2 months and achieved a user growth of 1.1 million and 60K NFT holders.

Product Manager, *Fountane LLC* ↗
July 2020 – October 2021 | Hyderabad, India
- Delivered 3 projects across industries using agile, while reducing delivery time by 25% through efficient risk management
- Managed client relationships with frequent cadences and transparent communication resulting in a 30% reconversion

Full Stack Developer, *Fountane LLC* ↗
July 2019 – October 2021 | Hyderabad, India
- Engineered REST APIs for a cab booking app based in Minnesota, achieving 50% application performance improvement.
- Designed, scaled, and deployed applications and databases for an event booking application with admin and user portals (2K+ users) and also integrated analytics for trend visualisation.

Technical Consultant, *Clay Engine Pvt. Ltd.* ↗
April 2020 – September 2020 | Hyderabad, India
- Led the optimisation of a multi-streaming SaaS platform with a 9K+ MAU, collaborating with stakeholders and employing a microservice architecture to reduce latency by 85%

Summer Research Intern, *Indian Institute of Technology Bombay* ↗
May 2018 – July 2018 | Mumbai, India
- Worked on compilers under Prof. Uday Khedker (HOD CSE) to develop a wrapper language that transpiles to PLY (Python Lex Yacc)

Summer Intern, *Sanskrut Corporation* ↗
May 2017 – July 2017 | Udaipur, India
- Developed an end to end HRMS for IT co. which reduced employee queries by 8%, improved TAT by 70% and churn rate by 10%

Education

B.Tech - Information Technology,
Maharana Pratap University of Agriculture and Technology, Udaipur
2015 – 2019 | 7.23 CGPA

Higher Secondary Certificate (12th Grade),
Govt. Model Sen. Sec. School, Chandigarh
2014 – 2015 | 92.8%

Secondary Certificate (10th Grade), *Sophia Girls' School, Meerut*
2012 – 2013 | 90%