

PRABHANJAN KULKARNI

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PROFESSIONAL EXPERIENCE

- Associate Product Manager** (Greytip Software Private Limited) Sep 2024 – Present
- Delivered features across Performance Reviews, 360° Feedback, Calibration, Library, and Goal Plans/OKRs; contributed to INR 50K → 1 Million MRR growth in 6 months and drove Product-led Growth
 - Reviewed customer requests, evaluated feasibility, prioritized into roadmap; led design walkthroughs and defined user stories and acceptance criteria
 - Coordinated with engineering, QA, and delivery teams for on-time, high-quality releases; conducted internal/external demos post-launch
 - Monitored KPIs, tracked adoption, identified drop-offs, and improved friction points; conducted ongoing market and competitor research to shape roadmap decisions
- Business Analyst** (Infor India Private Limited) Nov 2022 – Sep 2024
- Delivered 9 productivity-focused workspaces and 11 automation flows in FSM for procurement-to-pay in healthcare supply chains
 - Enabled clients to process 12,000+ invoices/week; reduced cycle times by up to 40% via exception-driven workflows and RPA integration
 - Collaborated with design, product leaders, and customers to define user journeys, validate designs, and guide rollout through demos and feedback
 - Owned documentation, user testing, and release handoffs across internal and customer teams; worked with AI, RPA, GenAI, OCR, and ERP systems

- Business Analyst, Associate** (Infor India Private Limited) Oct 2020 – Nov 2022
- Managed full lifecycle for supply chain integrations using advanced technologies; reduced cycle times by 30% and increased adoption by 15%
 - Supported AI, chatbot, and API Gateway-based enhancements; gathered requirements, led demos, and ensured successful delivery
 - Engaged directly with customers for feedback, translated needs into flows, tested solutions, and coordinated handoff to deployment

SKILLS

Product & Business: Roadmap planning, feature prioritization (RICE, MoSCoW), user research, stakeholder alignment, process optimisation, gap analysis, business process modelling (BPMN), release coordination

Tools & Methods: Agile methodologies, Jira Discovery, UAT, A/B testing, root cause analysis, persona development

Tech Familiarity: APIs, JSON, SQL, leveraging GenAI, RPA, NLP chatbots, OCR, Infor ION, Coleman AI (no-code)

Strengths: Structured thinking, quick ramp-up, fast decision-making, market research, competitive analysis, process simplification, cross-culture competency

EDUCATION

Bachelor of Technology, Jawaharlal Nehru Technological University - Hyderabad 2016 – 2020
Mechanical Engineering | First Class with Distinction | CGPA: 8.58/10

CERTIFICATIONS

- ISB - Product Management Certification, Indian School of Business (Hyderabad) Jan 2025 – Apr 2025
- Product-led Certified, Pendo Jan 2025