Mayank Garg

Product Leader
8 Years Experience | BITS Pilani
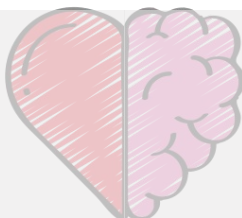
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Things I Love to do
- Understand customer behaviour
- Ownership & Attention to details
- Product Roadmaps & Prioritizations
- Wireframing and User Stories

Things I am Good at
- Innovative Problem Solving
- Data-Driven Decisioning
- Cross-Functional Delivery
- Vendor Discovery & Negotiations

SQL | Confluence | A/B Testing | Excel | Slack | Stack-Rank | Prototypes

Professional Journey

Porter
Senior Product Manager **(Oct 2021 - Present)**
- Reduced Launch TAT by **95%** by improving scalability
- Reduced cost per order by **36.36%**
- Improved **automation** percentage to **40%** increasing EBITA and CM percentages
- Improved Partner **NPS** from **-52% to +8%**
- Launched International to Dubai for efficient customers and partners experience
- Led ~35 strong team of Product, Data, Design & Tech

upGrad
Senior Product Manager **(Dec 2019 - July 2021)**
- Reinvented **LMS** for **1+ million** learner supporting Degrees, Sems, Plagiarism, Personalisation, Grading
- Introduced recruiter platform led to **4x** job funnel
- Devised a CMS to speed up Program launch **by 90%**
- Transcribing with 96% accuracy saving **$900k** annual
- Launched Question bank and test platform with 10K questions as new acquisition and revenue channel
- Led ~70 strong team of Product, Data, Design & Tech

GoComet
Product Manager **(Mar 19 - Sept 19)**
- Devised Multi-objective optimisation for collaborative shipping saving **upto 17%**
- Inducted consignee dashboard enabling product-led growth contributing **21% new leads**
- Envisioned Product suite strategy and roadmap for Logistics resource management
- Overhauled sales and marketing process increasing **67% more leads** and **24x** more conversions

CaaStle
Data Products **(Jun 17 - Mar 19)**
- Deployed dynamic pricing & personalised discounts balancing revenue & margins adding **10.5% revenue**
- Inducted recommendations for upsell and cross-sells to increase transaction **revenue by 6-8%**
- Concluded fraud detection POC **saving $350K** annually
- Envisioned & perfected POC for reverse image search
- Reduced launch TAT **by 90%** with tenant system(B2B)

My Engineering Experience (3+ years)

National Instruments (18 Months)
- Developed RF standard API for telecommunications and testing products like LTE, WCDMA etc.

Intel Labs (6 Months)
- Incubated compressive sensing tech for IoT devices reducing **90%** resource consumption [Patented]

NRSC [ISRO] (2 Months)
- Developed a real time scheduler to process real-time heavy satellite images for almost super computer for detailed analytics

BITS Pilani* (18 Months)
- Part time teaching and lab assistant for computer and electronics engineering lab

My Education

BITS Pilani (8.26/10)
ME, Embedded Systems
Class of 2015 (Full time)

Raj Technical University (69.44%)
B.Tech, Computer Science
Class of 2012 (GATE: 99.04%ile)