

Soumya Mukherjee

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WORK EXPERIENCE

Prefr - a CRED entity | Senior Product Manager

(Sep 2023 - Present)

- Reduced marketing costs by 65% via an AI-driven dedupe API for pre-campaign optimization.
- Cut campaign time from 2 days to minutes by launching an in-house audience manager.
- Lowered campaign reporting turnaround by 95% through MoEngage integration.
- Optimized CAC by 1.5% via Rewards platform integration across multiple business units.
- Drove 50% user adoption of Rewards in 5 months through engagement strategies.

JioSaavn | Senior Product Manager

(Jul 2021 - Mar 2023)

- Led Ad Tech roadmap execution for 80M MAUs, managing PMs and driving monetization.
- Facilitated AI-driven ad segmentation, boosting engagement by 25% in one quarter.
- Created analytics tools, enhancing campaign tracking and improving engagement by 28.5%.
- Migrated PHP APIs to Python, reducing API failures by 20% and enhancing stability.

OZiva | Product Manager

(Jun 2020 - Jun 2021)

- Optimized payment gateway, cutting costs by 70% and reducing churn by 50%.
- Built 'OZiva Prime' subscription, improving user retention by 25%.
- Designed and launched 'OZiva Cash', increasing repeat purchases from 22% to 40%.

Jivox | Senior Product Manager

(May 2018 - Apr 2019)

- Improved ad targeting by 25% via data integrations with partners like Breezometer.
- Upgraded GDPR compliance, mitigating €10M in legal risks.
- Built 'Canvas Studio', reducing ad development time by 15%.

Microsoft | Associate Consultant

(Oct 2014 - Mar 2017)

- Led functional tests for a \$175M cloud-connected vehicle network in North America & China.

Deloitte US India | Technology Risk Consultant

(Jul 2013 - Oct 2014)

- Implemented IAM solutions for \$15M enterprise security projects.

PROJECTS & ENTREPRENEURIAL EXPERIENCE

Independent Professional Development

(Mar 2023 - Present)

- Exploring AI-based prototyping through side projects to refine growth strategies.

One-Take-Prog Productions | Founder

(Apr 2019 - Dec 2019)

- Conceptualised 'otpFirst' Blockchain platform to improve royalty payouts for independent artists.

EDUCATION

- **Indian School of Business** | PGP (MBA equivalent) in Management | Hyderabad (2017 - 2018)
- **Malaviya National Institute of Technology** | B.Tech. Computer Engg. | Jaipur (2009 - 2013)

CERTIFICATIONS

- Advanced Product Management: Leadership & Communication (Udemy, 2024)
- The Product Management for AI & Data Science (Udemy, 2023)

SKILLS & EXPERTISE

- Product Strategy & Roadmap | AI-Driven Growth | A/B Testing | Data-Driven Decision Making
- GTM Strategy | Customer Retention | SaaS & Fintech | Agile & Experimentation