# Ravi Kumar Gorre

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## About

Product enthusiast, graduate from IIT Madras, Leading development and execution of B2B SaaS product "Thermax EDGE Live" for the past 2+ years. I want to understand what customers' problems are and build products that solve them so that it creates a positive impact on their lives.

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## Skills

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| Product management | Roadmap | SaaS |
| Product development | Agile Methodologies | New feature development |
| Leadership | Product Ownership | Communication |
| Product Strategy | APIs | Problem Solving |

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## Experience

**Thermax Ltd**                                            PUNE, INDIA
**Associate Product Manager**                             *May '21 – present*

*For B2B SaaS IIoT Data Analytics product* **Thermax Edge Live**

Thermax EDGE Live is a B2B SaaS product for IIoT Analytics, It revolutionizes the way industries operate using data by providing data-based insights to customers about their industrial assets.

— Successfully delivered new product features that resulted in a 50% YoY increase in the number of customers, driving significant business growth and market expansion.

— Revamping of the execution process through the implementation of Standard Operating Procedures (SOPs), resulting in a 75% reduction in new user-asset onboarding time, improving overall team efficiency and productivity of execution.

— Oversaw the execution of projects, ensuring efficient and timely delivery of solutions to clients, while maintaining high-quality standards and customer satisfaction.

— Led [0 to 1] development of innovative digital twin functionality, that helps customer operate their energy asset at optimum efficiency — A unique selling proposition for the product.

**Additional Product Ownership Initiatives / Responsibility:**

— Launched various new product features using agile methodology and laid the roadmap for the development of a new offering (IIoT product for industrial thermal oil heaters).

— Composed technical requirements from understandings of user stories and feedback collected by internal operation teams which led to new product features.

— Documentation of product requirements, technical specifications, SOPs for executions and related knowledge.

— Collaborated with business stakeholders to ensure product alignment with business requirements.

**Energy and Emission Laboraties**                        CHENNAI, INDIA
**Technical Lead**                                        *Jun '19 – Dec '20*

— Led [0 to 1] development of prototype: "Particulate matter level measurement sensor for industrial flue gas stacks"

— Helped client meet compliance particulate emmission level of 30 units from 100 units.

— Established test set up for benchmarking instrument accuracy and precision.

— Defined technical specifications for the components required to build the product, in accordance with the business requirements.

— Developed a product roadmap that aligns with overall business objectives, as well as defining key milestones and deliverables.

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## Education

**Indian Institute of Technology, Madras**                 CHENNAI, INDIA
**Bachelors degree in Mechanical Engineering**             *2015 – 2019*

key courses: Data Science, Design and Optimisation of Energy Systems

**leadership Roles:**

Coordinator of Mechanica 2k18

— Increased the number of participants by 30% compared to last year. Responsible for organizing events and managing about 100 Participants.

**Internship @ Daimler**

— Worked at a Diesel Engine Durability Test Setup to study various energy flows and losses.

— Built dashboards in Power BI using data from sensors to display key performance indicators related to energy management, improving visibility and enabling data-driven decision-making.

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