



Akshay Kumar



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<https://public.tableau.com/app/profile/akshay3582/vizzes>



<https://riseaandshine.github.io/My-Portfolio/>



<https://github.com/riseaandshine>

ME, MYSELF & I

I started my career as a Business Sales Associate at ClearTax, where I built a strong foundation in customer interaction and problem-solving. That early experience taught me how to understand user pain points and communicate solutions clearly, skills that continue to shape my approach to product management. For the past three years, I've been working as a Product Manager at ICICI Securities, a leading product-based company. There, I've worked hands-on with tools like Spira for user story creation and tracking, SQL for data analysis, and Adobe Analytics to monitor user behavior. One of my key contributions was enhancing the GTT product by identifying usage patterns and leading a successful product enhancement initiative. I bring a data-driven mindset, a sharp eye for user experience, and a strong belief in continuous personal growth. Outside of work, I enjoy reading books, playing football, and working out as I believe that a clear mind and strong body directly support better focus and decision-making.

EDUCATION

B.Tech (2014-2018)

Institution- RV College of Engineering

Location- Bengaluru

Field of Study- Electronics and Telecommunication Engineering

MBA (2020-2022)

Institution- K J Somaiya Institute of Management

Location- Mumbai

Field of Study- Marketing Management

WORK EXPERIENCE

ClearTax

Job Role - Business Sales Associate

Location - Bengaluru

Tenure - May 2018 - December 2018

Highlights & Learnings :-

- 1) Achieved 125% of my Sales Target for consecutively three months.
- 2) Learnt communication and problem solving skill while engaging with small scale enterprises.

ICICI Securities Limited

Job Role - Senior Product Manager

Location - Mumbai

Tenure - May 2022 - Present

Highlights & Learnings :-

- 1) Familiar with Spira for managing product workflows, including user story creation, tracking, and test case management. Used it to align development tasks with product goals and ensure timely delivery.
- 2) In multiple projects, my SQL skills and deep domain understanding enabled me to extract relevant data, directly contributing to informed decision-making and targeted product enhancements.
- 3) Developed the core GTT feature "Market Price Protection (MPP)" using insights from Adobe Analytics, significantly increasing (10%-15%) of orders processed at the exchange level.

PROFESSIONAL LINKS

LinkedIn - [akshay-kumar-75553915b](#)

Github - <https://github.com/riseaandshine>

Tableau - <https://public.tableau.com/app/profile/akshay3582/vizzes>

Personal Website - <https://riseaandshine.github.io/My-Portfolio/>

SKILLS

- SQL
- JAVA

TOOLS

- TABLEAU
- SPIRA
- EXCEL
- ADOBE ANALYTICS

INTERESTS

- FOOTBALL
- READING BOOKS
- PHOTOGRAPHY
- EDITING
- PHYSICAL WORKOUT

ACHIEVEMENTS

- REPRESENTED AS A CAPTAIN/PLAYER FOR TATA FOOTBALL ACADEMY.
 - LED MY TEAM TO SUCCESS ACROSS VARIOUS FOOTBALL COMPETITIONS DURING SCHOOL/COLLEGE.
 - WON A DEBATE COMPETITION.
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