RITESH NAIK (B.E)

PROFESSIONAL SUMMARY

Results-driven Program Manager with 8+ years of experience in analytics, machine learning, and data science. Passionate about building data-driven solutions to solve complex problems and drive business impact. Skilled in machine learning, programming, problem-solving, and creative thinking.

WORK HISTORY

Program Manager - Analytics, 10/2022 to Current
PeopleLogic Business Solutions Pvt Ltd - Bengaluru, India

- Data Extraction & Analysis: Scraped job postings from Naukri and Monster, analyzed hiring trends, and provided insights for the marketing team's monthly job trend reports used for prospect outreach.
- ML-Powered Resume Parser: *Built an AI-powered ATS tool with Python and Gemini, cutting candidate shortlisting time by 50% via insights on skills and profiles*
- HR Policy Chatbot (RAG): Designed an LLM-driven bot (Grok/Qwen/PineCone) to retrieve HR policies, cutting query resolution time by 70% for 100+ recruiters.
- Cross-Functional Leadership: Led a 4-member IT and marketing team, driving data-driven job market analysis for strategic outreach.
- Internal Analytics: Managed the "Springboard" performance tracker, enhancing stakeholder decision-making speed by 60%.
- Process Enhancement: Implemented CRM and ATS, enabling data-driven decision-making and operational efficiency.

Business Development Specialist, 11/2020 to 09/2022
Open Financial Technologies - Bengaluru, KA

- Cross-Functional Collaboration: Partnered with product and sales teams to identify cross-sell opportunities, resulting in a 20% increase in average revenue per account (ARPA).
- Customer-Centric Strategy: Analyzed 100+ customer feedback points to inform product roadmap prioritization, aligning development efforts with market needs and reducing churn by 15%.
- Performance Metrics: Exceeded quarterly targets by 75% through data-driven lead tracking and pipeline management, upgrading 100+ accounts monthly.

Asst Manager - Incubation, 08/2019 to 04/2020
Jain University Incubation Centre - Bengaluru, KA

- Program Launch: Designed and operationalized a fintech accelerator program in partnership with Startupréseau and GVA-Russia.
- Ecosystem Building: Forged strategic alliances with 25+ mentors, tech partners, and investors, enhancing program value and driving 90% participant satisfaction.
- Growth Strategy: Led digital marketing campaigns targeting early-stage startups, attracting 20+ ventures.

Co-Founder, 02/2018 to 06/2019
PocketTrucks Services Pvt Ltd - Bengaluru, KA

- Strategic Execution: Scaled operations for a trucking logistics MVP, aligning engineering, sales, and operations teams to onboard 190+ drivers within 60 days and achieve 80% fleet utilization.
- Stakeholder Funding: Secured ₹10 lakh in seed capital through investor pitch decks and roadmap presentations, enabling product development and market entry.

CONTACT

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WEBSITES, PORTFOLIOS, PROFILES

- https://www.linkedin.com/in/ritesh-naik/
- https://www.yantra-learning.com
- https://github.com/riteshnaik77

SKILLS

- Python
- SQL
- TensorFlow
- Flask
- Visualization
- NLP
- Generative AI
- Machine Learning
- Pandas
- Deep Learning
- Git
- Streamlit
- Problem-solving
- Langchain

EDUCATION

Bachelor of Engineering, 07/2014
Visvesvaraya Technological University - Udupi

INTERNSHIP

iNeuron.ai, Built salary prediction model & hosted on heroku platform, http://ineuron-salary-pred.herokuapp.com/

LANGUAGES

English:
Hindi:
Kannada:

PROJECTS

- HR RAG Bot: *Led the development of an AI-powered HR chatbot, automating responses to 100+monthly candidate queries and reducing recruiter workload by 50%, as reported by HRs*

- Process Design: Built a real-time reservation system to streamline truck allocation, reducing customer wait times by 50% and operational overhead by 30%.

Procurement Engineer, 07/2016 to 01/2018
LKQ India Pvt Ltd - Bengaluru, KA

- Optimized LKQ's bidding system using data analysis, achieving accurate price valuations and daily targets.
- Process Improvement: Collaborated with engineering team to build a tool that increased the productivity by 70%

Graduate Apprentice Trainee, 12/2014 to 11/2015
Volvo Buses India Pvt Ltd - Bengaluru, KA

- Project Coordination: Led a cross-functional team of six technicians to assemble a prototype bus for BMTC, delivering the project two weeks ahead of schedule.
- Risk Mitigation: Identified and resolved 10+ technical bottlenecks during prototyping, ensuring compliance with safety and performance standards.

- Resume Parser: *Engineered an NLP-based resume parsing tool that reduced screening time per application by 50% and increased shortlisted candidate quality by 30%, measured via hiring manager feedback.*