Shubham Das

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Summary

Results-driven Product Manager with over 3 years of experience developing developer-focused technical products. Expert in identifying and prioritizing user pain points through customer interviews, data analysis, and market research. Proficient in collaborating closely with engineering and design teams to scope and define product features that align with customer needs. Hands-on coding experience; comfortable with programming concepts and eager to learn new skills. Skilled in leveraging data tools to inform product decisions. Exceptional communicator with experience in public speaking and technical documentation. Embraces a startup mentality, willing to wear multiple hats including writing SQL queries, updating documentation on Github, and creating mockups in Figma.

Skills

Programming Languages: JavaScript, Python, C++, Java, SQL
Web Technologies: Node.js, React.js, Next.js, HTML/CSS, Bootstrap
Data Tools: Pandas, NumPy, Power BI, Alteryx, Advanced Excel
Design Tools: Figma
Product Management: Customer Interviews, Data Analysis, Market Research, Roadmap Planning, Product Lifecycle Management, A/B Testing, Agile Methodologies (Scrum, Jira)
General: System Design, Strategic Planning, Leadership, Team Management, Financial Analysis, Market Analysis, Communication, Presentation Skills, Stakeholder Management, Problem Solving, Project Management, UI/UX Design, Wireframing
Programming Knowledge: Hands-on experience with code; comfortable with programming concepts; eager to learn and adapt to new languages including Flutter and Dart

Professional Experience

Product Manager Intern *June 2024 – Present*
TrustVector, Chicago, IL

- Led customer discovery initiatives by conducting extensive interviews with potential users to identify pain points and needs.

- Developed comprehensive product plans and roadmaps based on market research and user feedback, laying the groundwork for future product development.

- Collaborated with cross-functional teams to define product requirements and specifications in the absence of a current product.

- Conducted competitive analysis to inform product strategy and positioning in the market.

- Prepared detailed documentation and presentations for stakeholders to communicate product vision and plans.

CEO/Co-Founder *January 2024 – Present*
Lumos, Chicago, IL

- Led the development of a prototype for an AI-driven financial advisory platform using Figma for design and Vercel AI SDK for implementation.

- Fine-tuned open-source large language model LLama 3.1 to tailor AI solutions for financial applications.

- Conducted research on FinGPT and other retrieval-based models in finance to enhance the platform's capabilities.

- Collaborated with a team to test and iterate the prototype, incorporating user feedback to improve functionality and user experience.

- Managed financial aspects including conducting extensive financial modeling, forecasting future valuations, and analyzing market potential.

- Engaged in market research to understand industry trends and integrate findings into product development.

- Presented prototypes and research findings to potential investors and stakeholders, demonstrating the platform's value proposition.

Business Analyst *June 2019 – May 2022*
Bank of New York Mellon, Pune, India

- Spearheaded the resolution of billing setup issues, achieving a reduction in unbilled amounts by over $10M, demonstrating a keen eye for identifying and resolving systemic inefficiencies.

- Created comprehensive dashboards leveraging Excel, SQL, and Power BI, enhancing invoice tracking accuracy and efficiency by 30%.

- Collaborated with stakeholders and cross-functional teams to resolve billing inefficiencies across 150+ client accounts.

- Led a team of analysts in creating SQL and Alteryx tools to identify unbilled amounts, resulting in a 15% reduction in outstanding balances.

- Initiated and developed a comprehensive business case for the IdeaWorks Challenge, leading a team to a top 6 ranking out of 370 ideas globally.

- Employed latest software development tools in the Fee Schedule digitization process, analyzing KPIs to identify trends, leading to a 10% increase in productivity.

Project Experience

Startup Competition (Product Requirement Document and Prototype) *2021*

- Participated in a collegiate competition to conceptualize and launch a startup.

- Collaborated to architect a comprehensive business plan, including the creation of a product requirement document and a fully functional prototype developed in Figma.

- Designed both mobile and web interfaces, ensuring a seamless user experience.

- Led the development of a robust website utilizing the MERN stack, emphasizing backend development with MongoDB.

- Implemented RESTful APIs to enhance functionality and interactivity, managing version control and collaborative coding through GitHub.

Project Intern *June 2018 – August 2018*
ESOP (KPIT), Pune, India

- Conducted thorough analysis of annual reports of different companies, deploying data cleaning methods in Excel.

- Audited over 200 companies, examining ESOPs usage across industries, providing insights into market trends for product strategy.

Education

Illinois Institute of Technology, Chicago, IL *Expected May 2025*
Master of Information Technology Management – IT Management and Entrepreneurship
Relevant Coursework: Science of Programming, Introduction to Algorithms, Product Management
President, Product Management Club; Startup Accelerator Participant (Building own startup)
Sinhgad Institute of Management, Pune, India *May 2019*
Master of Business Administration – Finance
Relevant Coursework: Product Development and Innovation, Entrepreneurship, Business Analytics, Marketing Management, Corporate Finance, Business Strategy, Organizational Behavior, Operations Management, Financial Modelling

Leadership & Achievements

President, Product Management Club, Illinois Tech   *2023 – Present*
Website

- Organized workshops, panels, and networking events to empower aspiring product managers.

- Collaborated with industry professionals and faculty to provide members with hands-on learning experiences.

- Initiated club-led projects, including mock product launches and case studies, enhancing practical problem-solving skills.

Top 6 Team, IdeaWorks Challenge, BNY Mellon   *2021*

- Led a team to develop a comprehensive business case, ranking in the top 6 out of 370 ideas globally.

- Demonstrated exceptional leadership and innovative thinking in identifying and proposing solutions for organizational challenges.

Star of the Quarter Award, BNY Mellon   *2020*

- Recognized for automating billing processes and improving efficiency.

- Award reflects a high level of dedication, problem-solving skills, and ability to deliver exceptional results.

Certificates

- *Blockchain Technologies* – MIT Online

- *Foundations of UX Design* – Google

- *The Data Analyst Course: Complete Data Analyst Bootcamp 2022* – Udemy