

# SUJOY DATTA

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## EXPERIENCE

Total: 3 years

### Senior Growth Manager (AI Agents)

Aug 2025 - Present  
Bengaluru, India

Toddle

- Built GTM automation stack serving 4 regions (APAC, EMEA, ANZ, NAM) — AI agents for follow-ups, meeting research, and deal alerts; 2x follow-up rate (33% → 67%), 10+ rep-hours saved/week across the team.
- Powered \$4M revival pipeline across APAC, EMEA, ANZ — Built deal scoring and intelligence system for 400+ dormant deals; used by demand gen for re-engagement targeting and sales leadership for AE allocation.
- Automated SDR qualification, 90% ICP accuracy — Built 25+ data crawlers for contact enrichment and lead scoring; reduced manual prospecting by 80%, processing 1,500+ leads/month.

### Product Manager

Jun 2024 - Aug 2025  
Remote

Hike

- Developed a GPT-powered inference engine for an AI chatbot for the Rush App (India) by integrating pre-recorded voice UX (ElevenLabs) into a complex menu with 200+ problem paths. Delivered this enhancement in a single sprint, driving an 8% NPS lift, a 24% containment in ticket volume, and a 5% CM1 boost over 90 days.
- Led core product and payments for Bingo Champions App (US) from concept to MVP — Owned D7 growth, retention and reactivation initiatives across key cohorts. Achieved \$106k gross revenue, 7% paid conversion, 11% RoAS, 1k paid DAU in M0.

### Associate Product Manager

May 2023 - May 2024  
Gurugram, India

Raaho

- Increased user acquisition 1.5x in 2 months, D7 activation to 42% — Redesigned Shipper/Trucker apps after 30+ customer visits, improved NPS to 70%, introduced ratings/reward wallets boosting engagement.
- Automated reporting and integrations, saving 100+ hours/month — Built Clevertap dashboards, Zoho pipelines, and dynamic pricing; improved return fill rates by 40%, achieved 5% MoM revenue growth.

## PROJECTS

[View All](#)

**Mission Underdogs – Swiggy.** Discovered untapped Tier-3 markets and crafted a GTM playbook for onboarding low-volume restaurants, projecting INR 15M in annual net-new revenue with just 15 orders/day per outlet. Defined funnel triggers, activation goals, and operational automation for rapid city rollouts.

**UniScholars Engine.** Designed the product plan for a personalized university recommender targeting the 4.37% CAGR global study-abroad market, with revenue models across lead-gen and premium tiers. Mapped user journeys, set MVP success benchmarks, and plotted a scalable product roadmap.

**Fake News Models (BERT-NMT Classifier).** Designed a multilingual misinformation detector (Hindi, English, Tamil) using BERT-NMT classifiers and proposed SEIRMZ epidemic models; research work submitted under Springer ID: ICICCT2531423315542.

## EDUCATION

**B.Tech & M.Tech in Computer Science (System Design), IIIT Chennai**  
Batch of 2018 — Gold Medalist (GPA- 9.5)

2018-2023

## SKILLS

**Tools** n8n, Tavily, Notion, Clickup, Jira, Miro, Clevertap, Tableau

**AI Stack** Claude, GPT, Perplexity, Cursor, Bolt

**Languages** SQL, Python, C, C++, Java, JS, HTML/CSS, ARM, VHDL