**Aarjav Jain**

+91-9818739437, [aarjav11@gmail.com](mailto:aarjav11@gmail.com)

*Product Manager with more than 6 years of experience working in fast paced environments on Cloud based Saas products.*

**EDUCATION**

**IIM Lucknow**

* Executive MBA (Executive Program in Business Management), General Management, 86%

**Indraprastha University, Delhi** New Delhi

* Bachelor of Technology, Information Technology, 69.83 CPA 2012

*Achievements*

* Received Director’s Outstanding Achievement Award for excellence in academics twice.
* Qualified GATE (Graduate Aptitude Test in Engineering) conducted by IITs with 97 percentile.

**Ryan International School, Vasant Kunj, New Delhi** New Delhi

* Senior School Certificate Examination (CBSE), 71% 2007
* Secondary School Examination (CBSE), 91% 2005

**EXPERIENCE**

[**METTL PVT. LTD.**](http://mettl.com)Gurgaon

*Mettl is Online Assessment Platform to conduct tests and measure talent, winner of India Emerging Twenty (IE20) award, provides SaaS platform to conduct secure online assessments. (*[*https://mettl.com/*](https://mettl.com/)*).*

**Product Manager** March’16 - Present

*Managed multiple products (see below) in a fast-paced startup environment:*

* **PMGDISHA** *Mar’16 – Present*
  + Built and managed web application for Govt. of India, Prime Minister’s Gramin Digital Saksharta Abhiyan Application (PMGDISHA) **from inception to launch** [www.pmgdisha.in/.](https://www.pmgdisha.in/)
  + Mettl is the assessment partner. **Increased Mettl’s revenue by Rs.21 cr** since 2017 through PMGDISHA.
  + PMGDISHA App has reached **13 mn beneficiaries** and aim to digitally certify more than 60 million candidates in the next 3 years.
  + Implemented **innovative solutions** to problems of scale, candidate cheating, data security(Aadhar) etc.by gathering ground level feedback.
* **METTL 360 –** *360 Degree Appraisal Application for Organizations Dec’16 - Present*
  + Managed end to end Product development lifecycle.
  + **Increased the number of clients** for this product by 5 times to 28. Added new customers such as Pidilite, Infosys, Azim Premji New Initiatives, Zydus etc.
  + Lead calls with client and Sales team to see closures.Worked closely with Marketing team to pitch product, create marketing collaterals etc.
* **METTL APIs – *API Product Manager (Technical Product Manager)****Mar’16 - Present*

*Managed Mettl’s API as a product, more than 60% of Mettl revenue is generated through API Integrations.*

* + **Owned and created the API product strategy and roadmap**.
  + New API development and development of API features and functionality.
  + Owner of API documentation. **Reduced number of API support calls** significantly and reduced client’s integration time.
  + Ensure that new product features have full API capability where applicable, **Gatekeeper for API changes** across the platforms.
  + Management of client **API integrations** and pipeline, meet and discuss workflows with clients to become the “voice of the customer”.
  + Integrated Mettl’s platform with **more than 30 clients** and ATSes and LMSes. Key clients include Accenture, Wipro, Tally, Taleo etc.
* **METTL'S CORE ASSESSMENT PLATFORM** *Mar’16 - Present*
  + Introduced more than **12 new features** such as Candidate Performance Categorization, One Time Passcode Security in Assessment, Auto-prefilling candidate data, Notifications etc. on the core platform resulting in **greater candidate engagement.**
  + Focus on **data driven product management**. **Use Analytics to drive decisions and strategy. Advanced user of Google Analytics, Metabase.**
  + Received spot award twice.
  + **Led 7 cross-functional teams and a team of 17 people** comprising of Designers, Developers and QA professionals. 2 Product Associates **directly reported.**

**DIRECTI PVT. LTD.** Gurgaon & Mumbai

*Directi brands include: Bluehost, HostGator, iPage, Domain.com, BigRock, SiteBuilder among others*

**Associate Product Manager** Mar’13 - Mar’16

* + **Mobile Product Manager** for **Flock** (Enterprise Communication Application, <https://flock.com/in/>), **Ringo** on the **iOS platform** and **BigRock.com** (domain names and web hosting).
  + Detailed out new product feature stories during inception phase and ensuring all flows take into consideration including edge cases.
  + Maintained a deep understanding of the competitive landscape and trends.
  + Kept track of app performance metrics such as downloads, active downloads etc. using MixPanel and Crashalytics
  + Received the **'Get's Things Done Now' Award** in appreciation of delivering results on a tough deadline.

**SOPRA INDIA** (Sopra-Steria Group, France) Noida

**Software Engineer** - *Software Developer for Airbus, used SAP* Jul'12 -Mar’13

**SKILLS & TOOLS**

* Requirements Analysis, Marketing Strategy, Market Research, Agile Methodologies, Business Strategy, User Experience, Wireframing
* JIRA, Confluence, Balsamiq, Invision, Swaggerhub, Trello, Google Analytics, Fogbugz, Pivotal Tracker, Wordpress etc.