

## SUMMARY

Enthusiastic Product Manager with a strong background in Data Science and Management, thriving in a B2B SaaS environment. Experienced in leading product development and strategic initiatives. Adept at leveraging data-driven insights and cross-functional collaboration to deliver impactful solutions and business growth. Committed to using my acumen in product management to achieve outstanding results and continuously improve product performance.

## EXPERIENCE

### BLenheim CHALCOT, Mumbai, IN

#### Associate, Products (Jun 2023–Present)

- Engineered the development of an internal chatbot for Agilisys, a UK-based public sector company. Defined the product vision and roadmap through user requirements, aligning with organizational goals to enhance employee access to company policies.
- Managed the product lifecycle from ideation to launch, including feature prioritization, timeline management, and deployment. Implemented metrics to track user engagement, resulting in a more efficient and intuitive AI-powered policy query tool.
- Directed the creation of a reporting tool for Blenheim Chalcot to streamline weekly product update reporting across 20 portfolios. Conducted requirement gathering from various management levels to define user needs and report expectations.
- Worked with technical leads and product designers, integrating customer feedback to automate data collection and report generation. Reduced manual effort and improved report accessibility for management.

### DELFIY, London, UK

#### Product Manager, Jan 2024 – Present

- Managed a co-product of Delfy, a content generation platform, overseeing the product from initial requirement gathering to PRD creation and feature development. Coordinated the team through the entire build process, ensuring alignment with product goals and stakeholder expectations.
- Transitioned to customer discovery and product discovery roles by leveraging a deep understanding of the product. Conducted extensive user requirement analysis and risk assessment to enhance business value and user benefits, focusing on quick, automated solutions for B2B SaaS clients.
- Conducted market fit analysis and competitor research to ensure the product's value proposition and strategic alignment. Identified key market needs and opportunities, contributing to the development of a new co-product for Delfy.
- Developed the product vision and strategy for an email marketing solution tailored for B2B companies. Established a clear roadmap and implemented efficient product delivery processes, resulting in a tool that effectively supports sales and marketing efforts.

## EDUCATION

<b>2020-2024</b>	<b>LOVELY PROFESSIONAL UNIVERSITY, India</b> Bachelor of Technology   Major: Computer Science and Engineering Data Science (AI and ML) CGPA: 8.34
<b>2020-2023</b>	<b>GOOGLE WOMEN ENGINEERS PROGRAM, India</b> By TalentSprint   Major: Business Management

## SKILLS

**Tools** – JIRA, Asana, Confluence, Tableau, Notion, HubSpot, Mailchimp, Beehiiv, Figma, Miro

**Skills** – Product Lifecycle Management, Risk Management, Product Vision & Strategy, Agile Methodologies, Stakeholder Management, Requirement Gathering & Documentation, Market Research & Analysis, Product Discovery and Delivery

**Soft Skills** – Proactive Communication, Negotiation, Analytical Decision Making, Solution oriented, Attention to Detail, Leadership, Customer Orientation, Strategic Thinking

## ACHIEVEMENTS

- Spent six weeks at the London headquarters collaborating with key customers and stakeholders to build a comprehensive product roadmap and develop a go-to-market strategy. This hands-on experience facilitated direct engagement with clients, leading to a more tailored and effective market approach.
- Awarded Best Performer of the Quarter for outstanding hard work and dedication in building the product, recognizing exceptional contributions and efforts.
- Received Customer Excellence Award for exceptional service and appreciation from clients, highlighting a commitment to delivering high-quality solutions and fostering strong customer relationships.
- Successfully deployed a co-product and launched a new product service initiative, leading to significant scaling and expansion of the product. This accomplishment contributed to enhanced market presence and increased operational capacity.

## CONTRIBUTIONS

- Played a major role in implementing product management principles inspired by Marty Cagan's Product Operating Model, as outlined in "Inspired" and adopted by SVPG. Applied best practices to enhance product development processes, drive innovation, and align with industry-leading methodologies.

## CERTIFICATIONS

- Google Project Management Professional – Coursera | Aug 2024