

KEY SKILLS

Product Management - Product Strategies | Product Lifecycle | New Product Features | New Product Design | Product Roadmap | Product Sales | Product Ideation | Product Sales | Primary Market Research | Product Analysis | Product placement

Business Management - Business Development | Customer Relationship Management | Renewals and Pipelining | Stake Holder Management | Sales Strategies | Sales Optimization | Customer Acquisition

PROFESSIONAL EXPERIENCE

Product Management Fellow Aug '23 - Present
Bengaluru

Upraised

A 16 week CAP for Product Management covering topics such as product design, product strategy, data analysis and product delivery

- Developed a Product PRD for **improving monthly transacting users at [smallcase](#) by 15%** - [PRD Link](#)
- Worked on a Makemytrip case study to **increase the conversions from search to booking by new feature implementation** - Link
- Designed a **new product idea "Book your Chef" for Zomato / Swiggy** - Link

Associate Product Analyst Feb '22 - Present
Bengaluru

Dell Technologies

- Analysed over 10+** Dell Storage products, and developed performance and behaviour reports that helped in **product optimization**
- Enhanced field sales by 15%** using market analysis to optimize **product placement strategy** for new and renewal opportunities
- Performed **competitor product analysis** and developed reports that helped the product, sales, and engineering teams while working with clients.
- Increased sales opportunities by 10%** in the Indian market by **developing strategic business plans** focused on SaaS-based technology startups
- Strategized **new opportunity pipelined of 200 Million** by detailed study and analysis of client environments, storage systems and required renewals

INTERNSHIPS

Engineer Intern - Embedded Systems Jan '21 - Nov '21
Bengaluru

Log 9 Materials Pvt Ltd

- Achieved a 35% reduction** in man hours by **strategical implementation** of a streamlined testing procedure for EV display units
- Designed and developed** a Telematics Control Unit for Electric Vehicles for real-time monitoring and analysis of vehicle parameters
- The system developed **reduced the time and resources** involved in the testing phase thus **speeding the development process by 15%**

PROJECTS

Solopreneurs 101

A directory with 100+ resources with tools and data base of solopreneurs that can help boost aspiring solopreneurs journey by 10x - [Link](#)

Email Management Tool

An all in one email management tool for small businesses with which they can create and manage database, send bulk and individual emails - [Link](#)

EDUCATION

B.E in Electronics and Instrumentation Engineering Aug '17 - Sep '21
Bengaluru

R V College of Engineering

- Served as the **Team Captain** for a technical team called Frequency with **over 100 students endeavoring to develop projects** based on Automation, AI and IoT technologies
- Served as the Chair of IEEE SB and worked towards the **development** of the Student Branch by organizing many events, initiating more student chapters and inspiring students.

Certifications

- [AWS Cloud Practitioner - Amazon](#)
- [The Bits and Bytes of Computer Networking - Coursera](#)

PUBLICATIONS

- [Cyber Security - What we have and what we need](#)
- [Development of Telematics Control Unit for Electric Vehicles](#)