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## EXPERIENCE

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### Commutatus, Chennai (INDIA) | Head of product delivery (Oct '17 - Present)

*Leading 0 to 1 product development & delivery*

- **Handled** a team of **2 Designers**, **6 engineers** and **4 project managers**. Defined and measured OKRs, KPIs and multiple initiatives across product development and delivery.
- **Managed and delivered** 8+ zero-to-one product development projects including websites, web applications, mobile applications and a web game. Products included
  - Internship search product with over **4M+ MAU** with separate applications for companies, students and the business.
  - Edtech product with **200K+ MAU** with separate applications for students, teachers and the business.
  - Interactive web game built right from scratch.
- **Established** the entire product delivery domain and scaled the team from **0 to 4** project managers.
- Defined and measured key metrics, OKRs and KPIs to help improve the **quality of product delivery** by **20%** and the **profitability of projects** by **25%**.
- **Helped** the company **scale up partnerships** with key customers to increase **revenue** by **35%**.

### Lodha Group, Mumbai (INDIA) | Senior Sales Executive (Dec '15 - Aug '16)

*Selling luxury real estate properties*

- **Analysed** key demographics to target the right customers, helping generate a revenue of **1.6 million USD** for the company.
- **Recognised** and awarded for creating **tech solutions** for the team.

### TinyOwl, Mumbai (INDIA) | Business Development Executive (Jul '15 - Nov '15)

*Partner Sales for food delivery*

- Played a **pivotal role** in up-scaling **14 existing partnerships** and getting **3 new partners** on board.
- **Analysed** client data to study trends in order to **achieve targets consistently**

### AIIESEC in Finland (Global youth organization), Helsinki (FINLAND) | VP, Global exchange programs (Jun '13 - May '14)

*Leading a team of university student volunteers to help Finnish students get internships globally and in India*

- **Headed** the sales, delivery and quality of Global Citizen (AIIESEC product) in the student market of **8 local offices**. Led a team of 8.
- **Optimised** sales and delivery processes to achieve a growth of **60%** in sales and delivery.
- **Helped grow service quality by 30%** while working on quality control based on customer surveys and feedback.

## Product Management Upskilling

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### Upraised | Product Management Fellowship (Sep '22 - Present)

*Upskilling in product management*

- **Worked on PRD - Improve the adoption of WhatsApp pay** by increasing the **# of monthly transacting users by 5X** in **6 months**. [Link to document](#)
- Noted, evaluated and documented several product observations. [Link to document](#)
- Received a strong recommendation to be hired for an APM/PM role by 5 prominent Senior PMs and Heads of product working at companies like Amazon, Myntra, Walmart & Upraised.

## SKILLS

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- **Software Tools:** Microsoft Excel, SQL, Jira, Miro, Figma, Amplitude, Notion, Metabase, Sentry
- **Core Competencies:** Roadmap planning, Feature Prioritization, Root Cause Analysis, Wireframing

## INTERESTS & HOBBIES

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- Mindfulness, Trekking, Running, Backpacking