# Himanshu Ajmera

✉ ajmera.himanshu@gmail.com   📞 +91-8867773732   in https://www.linkedin.com/in/himanshu-ajmera-1914616a
Ⓟ Product Portfolio link

## 🪪 PROFILE

*PM Fellow - CAP 2022 | Teachmint | B2B International - SaaS | APAC, Middle East | Ex - Scaler, upGrad, Byjus, Accenture*

## 💼 PROFESSIONAL EXPERIENCE

**PM Fellow, Upraised Bootcamp** ⬈                                                            May 2022 – present
  **Product Portfolio link** ⬈
  **PRD | Upraised** ⬈ - Increasing Learner Engagement at Upraised platform by implementing a Dashboard Solution
  **PRD | Digilocker** ⬈ - Optimizing Functionality of Digilocker by exploring Functionalities to be integrated.
  **Product Observations** ⬈ - Products explored - Ather, Groww, Truecaller, Flipkart, BHIM, Slack....

**B2B Sales Manager, International, Teachmint Technologies Pvt. Ltd.** ⬈          May 2022 – present | Bangalore
  - Executed Business of $50000/mnth and standardized processes for both Inbound & Outbound led Business for Teachmint's(Institute ERP,LMS) International Business leading a Team of 5-7 AMs driving revenue in APAC, MEA, African markets.
  - Led Product Customization discussions alongside Director - Product for multiple Enterprise CXs on implementation. Worked on User/Market Research, API integrations, Feature Prioritization, Evaluating Trade offs based on Business value.
  - Worked on a Suite of Product offerings viz. Teachmore - Content creation/Selling; TFI - TeachmintForInstitute; MyClassCampus - ERP/LMS based on CX requirements and prioritized custom product delivery driving revenue across international markets.

**Business Development Manager, Interviewbit LLP** ⬈                          Dec 2020 – Jan 2022 | Bangalore
  - Amongst the initial few managers who built the team and contributed immensely in shaping the Business and aligning the Product towards a growth of 120%/month to a $700mn valuation at Series B stage. Tested out multiple initial stage products for outcomes - Scaler Edge, Scaler Pro and finally the flagship success Scaler Academy and then DSML.
  - Generated continual revenue between 70L - 1cr on a MOM basis, maintaining 0 attrition and together handling a P&L responsibility of 25cr+/month as a BU.
  - Created playbook for best practices, driving focus on learning journey, Alumni connects, discord communities, practice.
  - Donned multiple hats to aggressively hire for BU, streamline operations, onboarding, finance lending.

**Business Development Manager, upGrad** ⬈                                    Sep 2019 – Nov 2020 | Bangalore
  - Among the Initial core team that did MBA and DS Vertical Sales then at upGrad which today stands at close to min 100+ offerings.
  - Pioneer of forming MBA, DS Vertical sales team at upGrad. Contributed to scaling product offerings from 15-100 courses by driving discussion with Engineering, Product, Design to align on Product Requirements in order to reduce operational tasks and enhance learning experience.
  - Generated revenue of close to 5cr+ as an Individual contributor, awarded Star Performer before handling a team of 15+ associates and then contributing close to 30L weekly.

**Sr. BDA, Think and Learn Pvt Ltd.(Byjus)** ⬈                                Mar 2018 – Jul 2019 | Bangalore
  - Conducted Counselling sessions with 100s of students as part of the pilot Karnataka H&S Team.
  - Contributed over 1.2 cr+ in revenue, promoted from BDA to Sr. BDA in less than six months.

**Application Development Analyst, Accenture** ⬈                             Oct 2015 – Jan 2018 | Bangalore
  - Successfully developed a Menu Driven IVR App shortlisted among top 15 Apps in All India as part of Accenture Innovation Strategy.
  - Delivered effective Analytics insights across 6 regions capturing Consumption behaviour of over a million users for the client Sky Communications via Adobe's Cloud & Web Analytics tool & forecasted probable markets to improve across EU, APAC regions.
  - Integrated and implemented ELT process as a ODI Developer transforming data for 27 US states from Legacy System to Oracle infrastructure across business intelligence systems for Ascension Health(largest US Pvt Healthcare Provider) working on Oracle SOA Suite, ODI, SQL, Fusion Middleware, Warehousing tools.

## 📚 COURSES

**Upraised PM BootCamp - CAP 2022, Upraised** ⬈              Jul 2022 – present | Bangalore

**Manager Development Bootcamp, Brainayan - Scaler** ⬈       Apr 2020 – Nov 2020 | Bangalore

**B.E , Mechanical Engineering, 78.20%, VTU**                Aug 2011 – Jun 2015 | Bangalore

## 🎗 SKILLS

| Problem Solving | User Research | PRD/MVP Design | SaaS, Edtech | Scaling 0-1, 1-10 Products |

| Tools - Amplitude, Retool, Figma, Whimsical | Growth |