Rakesh Dhotre

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Product portfolio
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WORK EXPERIENCE

Associate Product Manager, *Accenture*   *Sep 2020 – Mar 2023 (2y, 7m)*

Product: Future Talent Platform, an enterprise learning product (SaaS) that enables organizations to upskill their employees

- **Delivered 9 major capabilities** by **owning** the requirements specifications and working closely with the design and engineering team in a **scrum** environment
- Conceptualized integration capability with SAP SuccessFactors that reduced time to market & onboarded **7 new clients** with **12000+ new subscriptions**
- Designed an offering to help **4 Accenture products increase their product adoption**, leading to **4000+ new subscriptions**
- Implemented **4 innovative** features that led to an **increase in the average number of skills acquired per month**
- **Collaborated with stakeholders across 7 teams** including QA, pre-sales, legal, service delivery, and marketing to deliver end-to-end products
- Supported lead Product Manager in client onboarding and various **go-to-market (GTM)** activities like **competition analysis, buyer persona, and product positioning** (message map).

SAP Consultant, *Accenture*   *Nov 2018 – Aug 2020 (1y, 10m)*

- **Managed key activities** like sales, order, delivery, and credit processes through SAP Sales & Distribution
- **Listened** to problems of client vendors and brand managers and **communicated** the resolution
- **Resolved around 15% of monthly incidents** raised by clients and **unblocked** activities from order to cash

Founding member - Product, *Unotag*   *Mar 2018 – Oct 2018 (0y, 8m)*

Product: Unotag, a mobile app to identify fake products by scanning a proprietary product label on the product

- Conducted online **market research** and **customer interviews** with **45+** local and pan-India brands in the electrical, printing, pharma, FMCG, health supplements, and fragrances industries.
- **Designed and executed** 1 incentive program (MVP) for a tea brand
- **Presented** the solution to **10+** brand owners and business leaders
- **Pitched** and presented solution to **investors** at **5** events

LEARNING PROGRAM

Product Management fellow , *Upraised*   *Oct 2022 – Present (0y, 5m)*

- **Identified my skills gaps and got upskilled** across various skills of product management right from identifying problems to measuring success
- Received insights and coaching from **9 expert product leaders** across various industries
- Prepared **4 PRDs** for Edtech, E-commerce, Fintech and B2B SaaS products
- Created **1 product teardown** and provided solutions to retain users of Rapido
- Completed **2 projects** on **google analytics**: segment users of an e-commerce site, create custom report and **1 project** on SQL

TECHNICAL SKILLS/TOOLS

- SQL, Microsoft Excel
- Product analytics: Pendo, Google Analytics
- Project management: Jira, Confluence

- Wireframing: Figma
- Flowcharting: Microsoft Visio

CERTIFICATIONS

- PMC Level I , by Pragmatic Institute
- Professional Scrum Product Owner™ I, by Scrum.org

- Product Manager nanodegree, by Udacity
- Product Analytics Certification, by Pendo