



# Rishav Guha Niyogi

Aspiring Product Manager | Technical Product Consultant

A solution-oriented learner with an aptitude towards logical reasoning and empathy, which enables me to step into the customer's shoes and offer the best possible solution. I enjoy solutioning for usecases using business products to achieve core workflows for organizations across industries. I aspire to be a Product Manager and ship impactful products that make workflows simple and seamless for optimum business impacts.

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📍 Bangalore

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## WORK EXPERIENCE

### Technical Product Consultant Darwinbox

07/2022 - Present

Bangalore

- Performed Integration scoping for end Customers and suggested best possible integration mechanism
- Conducted InfoSec Presentation and Security Reviews for Clients
- Worked with DevOps, Integrations and Engineering team to deploy Solutions and Integrated Capabilities for clients

### Solution Engineer Airtable

10/2021 - 06/2022

Bangalore

- Conducted customer interviews and built Airtable to conduct personalized product demos for enterprise customers.
- Worked in completing security reviews for Enterprise organizations to validate Airtable as a solution.
- Worked on team enablement by creating a data repository for scalable solutioning of customer usecases.

### Product Consultant Freshworks

06/2019 - 09/2021

Chennai

- Conducted personalized product demos and provided implementation and onboarding assistance for the Helpdesk (Freshdesk), VoIP system (Freshcaller) and LiveChat (Freshchat) in the US market.
- Exposed to industry verticals such as Real Estate, E-commerce, Healthcare, Manufacturing, IT, Entertainment, Travel, and Logistics.
- Worked closely with the sales on RFP, SOW, and contract negotiation. Collaborated with engineers in scoping the product feature roadmap.

### Growth Hacker (Intern) Metamorphosis Edu

12/2018 - 05/2019

Hyderabad

- Identified market segments and executed relevant market growth strategies to enable velocity subscriptions on product
- Helped in ideating content for multiple marketing channels
- Increased Customer Acquisition while keeping costs at the minimum

### President The Climber - Chennai Chapter

05/2017 - 05/2018

Chennai

- Lead the entire team of 100 members and managed operations across functions of HR, Finance, BD and Marketing
- Implemented a subscription based month on month event model
- Converted the chapter to be cash flow positive

### Vice President - Business Development The Climber - Chennai Chapter

04/2016 - 05/2017

Chennai

- Lead the entire Business Development Team of 17 members
- Handled all strategic partnerships for the flagship event
- Worked first hand on Business Proposals and Product Pitch Deck

## EDUCATION

### B.tech Computer Science and Engineering SRM University

07/2015 - 05/2019  
Chennai

### Career Accelerator Program - Product Management Uprasied

05/2022 - 08/2022

- **PRD 1** - [Increase Engagement and Customer Lifetime Value of LinkedIn by Improving the News Feed](#)
- **PRD 2** - [Increase Adoption and Engagement of WhatsApp Payments among Users](#)

## SKILLS

Proficient Verbal and Written Communication

Product Problem Solving

API

Postman

PRD/BRD Documentation

Client Interviews

Product Demonstration

PowerBI

Google Analytics

SQL

UI/UX Mockup

InfoSec RFP Handling

Product Onboarding

Technical RFP Handling

## MILESTONES

Influenced over \$100k MRR in SMB Sales

Onboarded over 600 new logos  
(01/2020 - 09/2021)

Maintained an average closure rate of 80% from Q1-2020 to Q3-2021 (01/2020 - 09/2021)

Worked on problem statements for Red Bull, Dr Pepper, Deloitte and other organizations at the enterprise level (10/2021 - 06/2022)

## PERSONAL PROJECTS

UI/UX mockup for a mock company called Ziploft (Uber + AirBnb)

UI/UX mockup for Mock Feature Release of Slack [🔗](#)