Raghav Sehgal

✉ raghavsehgal@outlook.com
📞 +91 995 859 5602
🔗 LinkedIn Profile

Driven professional with 7+ years of hands on, cross functional work experience across various industries and job functions. P&L owner equipped with a successful track record of growing teams and businesses from scratch to scale. Avid reader, sports aficonado, and forever curious.

Work Experience

Upraised
April '22 - August '22
CAP Fellow (Product Management)

- Product Spec for Myntra - Facilitating the Creation & Sharing of Shopping Lists on Myntra.
- Product Spec for WhatsApp - Driving Adoption & Engagement of WhatsApp Payments in India.
- App Teardown of Dream11 - Psychological Principles Leveraged by Dream11.

MobCast Innovations Pvt Ltd
October '21 - Present
Entrepreneur in Residence

- Conducted pre-product user & market research for ASAP, a secure chat app for large enterprises.
- Conceptualised, scoped, and shipped Munshi (https://getmunshi.in), a WhatsApp bot to help companies manage attendance and payroll. Munshi is in private beta across 3 companies with >150 daily active users.
- Led a team of 4 designers and engineers for the research, design and development for Munshi.
- Represented MobCast at industry events and conferences such as DeepTech Innovation Week by Network Science UK, Future Skills 2022 by Economic Times, and TechHR India by People Matters.

Dhunda.com (Chutzpah Technologies Pvt Ltd)
August '20 - September '21
Founder & CEO

- Developed our MVP (http://dhunda.com) to automate payment collections using the MERN stack.
- Onboarded ~15 small businesses from 5 states and collected invoices worth >50L over ~9 months.
- Iterated on the product on the basis of user interviews & feedback. 3 major releases over ~6 months.

Transel Impex Pvt Ltd
June '15 - April '20
Founder & CEO

- Grew top-line ~50% YoY from FY 15/16 to FY 19/20 to turn the company around towards profitability.
- Drove GTM for Auhna (https://auhna.co.in), a company owned brand of bath accessories launched in 2016. Auhna is currently available at 75+ points of sale across 25 cities in India as well as 4 markets in the GCC.
- Led a ~100 member team across functional departments such as Production, QC/QA, Design, Sales etc.

Skills & Tools

Figma · Whimsical · Tableau/Power BI · Problem Solving · Mixpanel · User Interviews · Miro · GTM Strategy · Google Analytics · MS Office · SQL · Market Research · Postman · Wireframing & Prototyping · HTML, CSS, JS

Education

Year	Curriculum	Institute	Grade
2016	Bachelor of Commerce (Hons)	Hindu College, Delhi University	N/A - opted out
2015	Indian School Certificate (ISC)	The Shri Ram School	97.25%

Courses & Certifications

Year	Course Name	Publisher	Duration
2022	Career Accelerator Program for Product Managers	Upraised	16 weeks
2020	The Complete Web Development Bootcamp	Dr. Angela Yu via Udemy	65 hours
2019	iOS & Swift - The Complete iOS App Dev Bootcamp	Dr. Angela Yu via Udemy	59 hours