

EDUCATION**WELINGKAR INSTITUTE OF MANAGEMENT**

Mumbai, India

MBA, Research & Business Analytics

GPA: 8/9

2018

Leadership: Management Council Member, Innovator at TCS – Digital Impact Square (selected among less than 2% of total applicants across India to join TCS-DISQ and set up a start-up, Vikrela while working closely with government, academia, industry and citizens)**Internships:** Data Science Intern at GEP India, Data Analytics Intern at IIM Lucknow**PUNE INSTITUTE OF COMPUTER TECHNOLOGY**

Pune, India

B.E., Electronics & Telecommunication

GPA: 3/4

2013

Internships: Quality Tester (Mobile & Mobile Web at PolicyBazaar India)**EXPERIENCE****KOTAK MAHINDRA BANK**

Mumbai, India

Product Manager – Unsecured Loans

2019-Present

- Leading product management for business loan products worth 20B+ INR, budget planning & reviews, driving conceptualization of new products, feature enhancements, automations, competition benchmarking, marketing campaigns, and recurring reporting of KPIs at PAN India level
- Bridged cross-functional stakeholders from operations, sales, finance and customer support to identify process inefficiencies and drive changes to enhance business productivity across geographies

DEWAN HOUSING FINANCE (DHFL)

Mumbai, India

Deputy Product Manager – Digital Products & Analytics

2018-2019

- Co-designed and prepared launch of mobile-based app for customers, managed 10-member team to optimize the flows, and target estimated conversion of 20% in three-four months.
- Increased company-wide transactions by 30% in two months by rolling out new processes to cross-sell loan products while working closely with business and operations teams
- Facilitated focus groups with business team to develop and iterate on chat bot for sales team that improved internal productivity, to target customer conversions by 60%
- Collaborated with real estate research company, Liasas Foras, to launch web-based internal platform for technical stakeholders, driving awareness on desktop valuations while reducing turnaround time of TSRs from 4 days to 15 minutes

AFFLE INDIA (Consumer intelligence driven mobile marketing platform)

Gurgaon, India

Product Manager – Mobile Products

2015-2016

- Led 7 member product team to gather user requirements, outline product roadmaps and deliver designs to engineering team to develop and iterate on web and Android Incent products serving nearly a million monthly users
- Led qualitative and quantitative research with inactive users and analyzed internal data to strategize product interventions that improved the 30-day retention by 70%
- Improved user engagement by 40% by formulating core product logics and regular UX enhancements driven by rigorous analysis of data logs and conversion funnels

POLICYBAZAAR (Series G \$500M funded technology-based insurance aggregator)

Gurgaon, India

Assistant Product Manager (first product hire for new businesses)

2013-2015

- Led and conceptualized PolicyBazaar and PaisaBazaar consumer mobile apps and managed cross-functional team of 18 members to launch first version of Android and iOS app in three months, resulting in 25% growth in transactions

ADDITIONAL INFORMATION**Technical Skills:** SQL, Excel, R, HTML, Tableau, Google Analytics, Localytics, Proto.io, Balsamiq, Asana**Volunteer Work:** Conducted fund drives for deaf and mute as part of the Leo Club Prime**Interests:** Travel, singing and dramatics (first price at school level), photography, painting (won STAR prize in nav-bharat chronicle painting competition), cricket, hockey, table tennis, bowling**Leadership:** Head boy of school for two academic sessions, global citizen leader with Center for Creative Leadership, US