

Nitin Jain

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EXPERIENCE

Product Manager, BillDesk (IndiaIdeas)

Aug 2019 – Current

- Creating solution to process card based recurring payments with newer regulatory guidelines
 - Roadmap planning
 - Project management
 - Vendor management
 - Stakeholder integrations and relationship management

Product Manager, Mirraw Online Services Pvt. Ltd

Dec 2017 – Aug 2019

- Product ownership of all platforms i.e. Website, Mobile Site, Android, iOS, Vendor Panel and Supply chain Module
- Planning Roadmaps with prioritization and relevant execution
 - Riskiest Assumption Tests
 - Value Effort Analysis
- Customer Development and validation through User group sessions, Surveys and smoother rollouts through A/B Tests
 - Product Listing Grading Experiments
 - Rebranding exercise across platforms
- Implemented Agile Scrum Methodology in organization with JIRA system for Project Management in the organization
- Responsible for optimization of key metrics related to Acquisition, Activation, Revenue Improvements, Retention, Referrals and Customer Satisfaction
 - Improved Desktop Revenue per session by 80%
 - Improve NPS Score from -65 to +25
 - Improved Customer Retention score by 25%
 - Reduced Out of stock ratio by 75%
- Implemented new marketing campaigns
 - Buy M get N at x % off
 - Flash Deals
 - Infinite Stories in App like Instagram
 - Price Match Guarantee
 - Wallet Rewards & Related usage to drive user behaviours

Deputy Product Manager, Techprocess Payment Services (Ingenico Group)

April 2016 – Dec 2017

- Product ownership of Bill Payments platform i.e. EBPP and BBPS including on-boarding, collaterals, backlogs, roadmaps and integration assistance to Application service Providers and Billers.
 - Onboarding & Integration of billers like North/South Bihar Electricity Board, BSNL
 - Onboarding & Integration of Application Service Providers like PhonePe, BBPS
- Product Development for Education related Semi ERP solutions to facilitate fee cycle management and related payments
- Rapid Mobile UX prototype and validation based on assumption testing and customer development
- Revamp user/merchant touchpoint platforms including merchant dashboards
- Assisting sales function for strategy building and support on internal process automation
 - Revamping Vendor Onboarding process
 - Revenue Projection for existing clients through data analysis basis taking multiple parameters including seasonality into consideration

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Sr System Analyst, GrayMatrix Media Pvt Ltd

April 2013 – May 2014

- Led team of 12 members and responsible for execution of mobile application projects on Android, Ios, Windows mobile, Blackberry and J2ME
- Requirement analysis, project planning and implementation for clients like Zee, Castrol, HDFC etc.

J2ME Developer, Jigsee Media Ltd (Acquired by Vuclip Inc.)

May 2012 – Jan 2013

- Developed an AD network module to serve 60 million annual impressions
- Delivering patented technology solution of ‘video streaming without buffer’ for in-house company product as well as in white-labelled solutions for clients like Sony, UTV etc.

Associate Software Developer, Geodesic Pvt Ltd

July 2010 – Jan 2012

- Development of mobile enterprise solutions including Instant messengers and digital radio applications for leading telecom players such as Airtel, Loop Mobile, Idea, Tata, Smarsh Inc.

Earlier Startups/Side Projects

Vidmad

Solution to compete with Youtube’s video search results

- Better content-based likeability scores for given keyword
- Detecting Trending Videos at an earlier stage and projecting its virality potential
- Keyword based subscription rather than channel based
- Detect and remove explicit content from the ecosystem through engagement metric-based algorithm and crowd reporting incentives

Share-Blogs

Solution to create an incentive-based blogger community for a win-win marketplace proposition

- Provide a wider audience to bloggers matching the common interest of their content topic
- Incentivize Bloggers to post more better content

EDUCATION

Course	Specialization	School/College	Year
MBA	Finance	NMIMS, Mumbai	2014 - 16
B.E.	EXTC	Watumull College, Mumbai	2006 - 10
XII	-	Wilson College, Mumbai	2006
X	-	St. Sebastian Goan High School, Mumbai	2004

POSITION OF RESPONSIBILITY

- Web & Public Relations Head, Student Council, NMIMS 2015 - 16
- Secretary, IETE Chapter, Watumull College 2008 - 09

ACHIEVEMENTS

- National Winners in Cresco Case Study Competition organized by Optumiz, NMIMS
- National Runner up in Sutra B-Plan Competition out of 450+ applicants, organized by Ecell, NMIMS
- Awarded performer of the month for excellence and dedication to work, GrayMatrix Pvt Ltd
- Client appreciation letter for excellent understanding and execution of ‘Lifesorted’ project
- Winner in G.K as well as Tech Quiz , Watumull college

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Skills: Balsamiq, MS Office, Android, PHP, Java, MYSQL, R Studio, Tableau, MongoDB, JIRA, AngularJS, Unity 3D, React Native

Languages: English, Hindi, Marathi, Gujarati, Spanish (Basic), French (Basic), Mandarin (Beginners), Japanese (L1)

Hobbies: Non Fiction Bibliophile, Open World Gamer – GTA, Second Life