

SARTHAK JAIN

Product Management [B2C and B2B] - Fintech, Pharmatech and Edutech

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PROFESSIONAL WORK EXPERIENCE

Product Manager 2

Razorpay

📅 May 2024-Present

- Building tech first core banking product for enterprises and SMEs in one place with RazorpayX
- Working towards making payouts simple and reliable at scale for businesses
- Improving payout experience and success rate(99%) for various transaction modes by using AI

Product Manager

PhonePe

📅 Jul 2021-May 2024

- Led new product initiatives for organizational growth by fostering collaboration across cross-functional pods, strategically leveraging each pod's capabilities resulting in a substantial increase in MAC
- Streamlined P2P social interactions by seamlessly integrating payment and chat features(text, attachments etc) achieving a daily volume exceeding 97 million interactions and transactions.
- Spearheaded launch of 2 major products, resulting in increased transactions and new customer acquisition & dormant reactivation.
- Launched Groups and Split Bills, resulting in a 10% increase in new customers and 25% reactivation of dormant users.
- Introduced Transaction Backgrounds, providing users with valuable context for money transfers. This initiative achieved remarkable success, driving a surge of 220K daily transactions.

Business Technology Solutions Associate - SDV ZS Associates

📅 Jul 2020-Jun 2021

- Worked with clients to productize development of algorithms packaged as applications for client and internal use. Leveraged technical & analytical skills to solve problems and improve performance by 18%.
- Worked on multiple projects to build analytic solutions using Power Apps showcasing meaningful business insights for US and EU pharmaceutical clients to assist them with their day to day business problems.

Associate Product Manager Intern

Coding Blocks

📅 Oct 2018-Feb 2020

- Managing the launch of 4 products in duration of 1 year.
- Implementing data analysis along with testing of android and web apps resulting in smooth UX and 95 % bug free product.
- Lead and formulate 2 successful marketing campaigns which concluded with 74 % ROI along with 15 times rise in user sign-ups.
- Expanding social media audience following and engagement on different platforms by 165 % organically.

ACHIEVEMENTS

- Top 50 Marketing & Advertising Leaders Award by MADCon 2019, Dubai.
- Interned at Unilodgers: Implemented CRM journeys for segmented targeting and developed a performance tracking dashboard for campaigns.
- Interned at All India Radio: to setup a online complaint filing system.
- Interned at Shopnani: Managed the social media presence of the Organisation.
- Judge and Mentor at Hackathons - ZS Cares, HackOn 2020, IGDTUW Hacks.
- TIMES NiE Student of The Year 2013.

PROJECTS

Website sarthakj.me - HTML, CSS and JavaScript

Responsive portfolio showcasing my work and achievements along with plethora of features.

AI Text Generator - Python3 and gTTS

Markov Chain based ML model to generate text.

Birthday Wish Script - HTML and JavaScript

Simple and fun way to wish birthday online.

Space Shooter - Phaser.js, HTML, CSS and JavaScript

A very simple, yet elegant space shooter game. It is designed and developed for ultra casual players.

TALKS AND PRESENTATIONS

- Global Product Acers' Webinar
- Google I/O Extended 2019
- Google Developer Group DevFest Punjab 2019
- Webinar - Web development technologies

SKILLS AND TECHNOLOGIES

Power Apps, Power BI and SQL

A/B testing and experiment design

Product adoption and user acquisition

Building enterprise platforms.

GTM strategy and pricing models

EDUCATION

B.Tech - Computer Science and Engineering

Guru Gobind Singh Indraprastha University

CGPA: 7.61