

Avin Rai

Education

Bachelor of Science, Economics.
Indian Institute of Technology, Bombay (IITB) (2019-2023)
CPI: 8.28/10

Contact

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PROFESSIONAL EXPERIENCE

- SPRINKLR**
Associate Product Manager
[Jul'23 – Present]
- Led a team of 3 to bag **1st position** among **200+** teams across **7 IITs** in Sprinklr's APM competition*
Worked on the development of a 0-1 B2B Customer Feedback Management solution
- Managed sprint planning for a team of **20** and delivered **40+** features in 5 months
 - Documented comprehensive end-to-end product requirements for **14** key features
 - Designed Conjoint Analysis feature to enable market research and simulate optimal packages
 - Lead the development of Customer Journey Orchestrator and Sankey chart generation
 - Developed **4** AI based actionability indicators which sort the responses based on criticality
 - Created a prompt based AI builder to create surveys, reducing survey creation time by **60%**
 - Defined Logic Flows featuring **12** modules, enabling the creation of dynamic respondent journey
 - Reduced user's survey report creation time by **80%** using LLM generated text insights
- KOTAK MAHINDRA BANK**
Product Management Intern
[Sep'21 - Feb'22]
- Received **LOR** from Product Head of Government Agency Business. Worked on development of Kotak's Tax payment portal*
- Delivered Kotak's tax solution, with a projected profit of **INR 30M+** and **2M+** potential users
 - Developed **2** interactive dashboards for performance review and analysis across **300+** offline branches
 - Conducted competitor analysis on **5** products to inform the development of key features
 - Streamlined the customer journey for tax payment on the website by adding process stage indicator functionality in the UI
- WALMART**
Software Development Intern
[May'22 – Jul'22]
- Enterprise Business Services Division | Worked on the design of Lantern 2.0 tool, a SAP cutover management system*
- Constructed comprehensive Confluence documentation detailing Lantern 2.0 tool functionality
 - Developed **12 APIs** using Java Spring boot and SQL and enabled users to modify the database
 - Configured **15 SQL** queries to modify database and update it based on API calls

POSITION of RESPONSIBILITY

- Institute Placement Cell, IIT Bombay**
Internship Coordinator
[Apr'22 - June'23]
- Felicitated with **Certificate of Special Mention** (6 out of 300+) for exceptional contribution*
- Delivered a **100%** YoY increase in department internships through strategic planning and execution
 - Contributed to **7.5%** of total internship selections through strategic contact management
 - Forged relationship with **400+** firms over 5 different sectors and **150+** foreign universities
 - Actualised **1195** total internship selections, highest-ever number of selections in any internship season historically

RESEARCH PROJECTS

- Term Paper**
Prof. K. Narayanan (Chair Professor), IITB
[Aug'22 – June'23]
- Analysed government policies on microfinancing via Self Help Groups to facilitate poverty alleviation*
- Identified **7** major problems faced by SHGs and recommended **5** policy measures
 - Analysed **3-year** data to conclude positive correlation between SHGs and women empowerment
 - Diagnosed 4 government policy intricacies by analysing 5 studies on microfinancing

EXTRACURRICULAR ACTIVITIES

- Filmmaking
- Secured the **second** position in IITB's largest freshman cultural event for music video
 - Claimed "**Best Concept**" for music video project under 48 Hour filmmaking competition
- Public Speaking
- Conducted **2** Resume Making Sessions for **70+** students as an internship coordinator
 - Hosted a talk show for Kevin Nolan, president and CEO of GE Appliances at Techfest, IITB
- Sports
- Achieved **first** place in IITB's Inter-Hostel Foosball Competition organised by Hostel-5