

EDUCATION

Indian School of Business PGP Intended Majors: Strategy & Leadership, Entrepreneurship	Apr'26 – Present
<ul style="list-style-type: none">AI & Tech Lead, Academic Council (1/50+): Drove 98% adoption (420 students) of a self-built platform replacing 500+ scattered course materials - Rated 4.8/5 & endorsed by the Deputy Dean for ISB-wide rollout; redesigning core bidding & academic workflows with simulations & LLM tutorConsultant, IndiGo (ELP, ongoing): Designing a gamified D2C loyalty program to 2x ₹590 Cr/yr student revenue, shifting bookings off aggregators - Mapped 6 booking drop-off drivers via 100+ student interviews & 10 usability studies, ranking features via factor, conjoint & MaxDiff analysisNational Finalist (6/2.5K, ongoing), ACG Pack-a-Pitch: Designed a smart blister strip to log doses & alert family on misses, sized at ₹20 Cr by Y5Co-Founder, Healthcare SIG: Drew 100k+ views for ISB's 1st healthcare primer & 'Founders' podcast', with founders of Narayana, Byju's & PractoRural Immersion, Sikkim: Briefed the Governor on an AI voice agent to help 20K farmers close a 30% crop-price gap via faster FPO selling decisions	
Sri Guru Gobind Singh College of Commerce, University of Delhi BA (H) Business Economics CGPA: 8.04/10 (Top 10%)	Jul'21 – Jun'24
<ul style="list-style-type: none">Product Intern, Oopar Club (wellness app, PPO): Lifted retention 25% via an interest-led onboarding redesign, backed by funnel & cohort analysisFounding President, NEST: Built DU's largest student incubator with a 40-person team, co-building 25 startups with founders from idea to launchNational Winner (1/120 colleges), Enactus: Scaled 3 social ventures impacting 32K+ lives; representing India at the international championshipNational Finalist (3/2K+), SRCC x Redseer Case Comp: Designed a vernacular ed-tech GTM with a \$5M phased rollout for a \$125M tier-3 market	
Class XII CBSE: 94.75% Class X CBSE: 97.25% (School Topper, 100% scholarship) National Rank 3 (14L+ entrants), Max Life i-genius Scholarship	

WORK EXPERIENCE

Visit Health Associate Product Manager Indian B2B2C health-tech platform delivering insurer-funded healthcare	1 year 8 months Nov'24 – Mar'26
---	------------------------------------

Led 4 product lines (~₹240 Cr) for 1.5 Cr users & 20L MAUs in 30+ insurer & corporate apps: integrations, underwriting, AI reports & cashless physio

Key Achievements

- Handpicked by founder** to launch 'Cashless Physiotherapy' from scratch, winning a **₹2 Cr Yr1 order book** with ICICI Lombard, Oracle & Mondelez
- Grew **₹90 Cr** pre-policy medical underwriting line **30% YoY** as **sole PM**, scaling the platform to 2.5L+ cases/month across 245 doctors & 9.2K labs
- Won annual **Star Performer award (1/100)** for leading the firm's **most profitable pod**, fast-tracked from consultant to APM in half the usual time

Platform Partnerships & Stakeholder Management

- Embedded Health Suite:** Drove **₹150 Cr (37.5% of topline)** & 20L MAUs by embedding 12 white-label services in 30+ insurer & broker apps via SDK
 - Reclaimed **20% of Niva Bupa's abandoned checkouts** by streaming **live cart-exit events via webhooks**, triggering a sales follow-up on every cart
- Integration Platform:** Grew enterprise **API clients 4x (2 to 8)** by productising one-off integrations into **config-driven platform** isolating tenant data
 - Trimmed **integration go-live 20%** by standardising scoping, UAT & launch playbooks as **reusable SDK templates**, so partners monetise sooner
 - Sustained **99.99% uptime** & 8/10 partner rating across 30 live integrations on Android, iOS & Web, leading team of **16 engineers & 3 designers**
- Enterprise Accounts:** Secured **multi-line renewals** from ICICI Lombard, Star Health, Aditya Birla & Policybazaar by co-planning roadmaps with CXOs

New Product Development & GenAI

- Cashless Physiotherapy:** Cut **insurer claim costs 42%** by launching a higher-margin, fraud-proof alternative to reimbursement via **OTP-verified visits**
 - De-risked the network rollout by **A/B testing** 2 booking journeys in the pilot, proving **95% verified attendance & 70% session completion** rates
 - Made **20-40% below-market pricing** viable at **positive unit economics** by modelling 27% lower cost per physio visit, a GTM wedge for insurers
 - Accelerated **centre onboarding 35%** with ~30% fewer handoff errors via **5 synced dashboards** built with low-code ERPNext, freeing eng sprints
- AI Smart Reports:** Scaled from **pilot to 100% of diagnostics** for 1.5 Cr lives via **Gemini OCR pipeline** that extracts any lab's report data accurately
 - Lowered **false positives by 25%** for pregnant & at-risk groups by scoring each cohort against its own health ranges, curbing needless follow ups
 - Monetised at-risk users beyond the lab test via a **paid coaching upsell**, triggered by **trend-based risk scores** doctor-validated on **1,000+ reports**
- Video Underwriting:** Shrank **sale-to-underwriting to 60 sec** for Niva Bupa by launching video checks with a phone vitals SDK, ending offline visit
 - Shortened **policy issuance TAT 30%** at 99% data accuracy by architecting a 3-way **real-time API journey** across Policybazaar, insurers & doctors

Growth & Monetisation

- Recovery Cross-sell:** Unlocked **40% incremental revenue** by offering physio products **mid-treatment**, as patient intent peaks, with **zero new CAC**
 - Activated **800+ existing users** via event-triggered nudges on cross-service bookings (ortho consults, meds & X-ray), lifting revenue per member
- Checkout Add-ons:** Boosted **repeat purchases ~18%** & LTV by recommending add-on from each user's structured lab history, consults & medicines
- Underwriting Funnel:** Cut **policy-issuance drop-off 25%** & lifted exam completion 15% (350 to 400/day) by fixing 4 leaks from outreach to reports
- Recovered **30% of non-contactable applicants** via a **self-serve WhatsApp chatbot**, reviving a written-off segment with zero added doctor time
- Feedback Loop: Lifted **App Store rating 3.9 to 4.5** via weekly roadmap reviews, RICE-scoring Amplitude & user interview data with all PMs & CTO

Operational Excellence & Leadership

- Doctor Operations:** Raised **doctor productivity 24%** by re-engineering call intake, absorbing more cases with no new hires at 98% within 15m SLA
- Fraud Controls:** Reduced **fraud & benefit misuse 18%** by closing 3 leakage routes with adaptive declarations, geo & SSO checks, protecting margin
- Backlog Triage:** Shipped **2 insurer integrations 3 weeks early** by prioritising a 100+ item backlog in weekly CTO reviews, pulling revenue forward

ENTREPRENEURIAL VENTURES

Fitin Club Co-Founder Subscription-based personalised health coaching program for working professionals	Feb'25 – Oct'25
<ul style="list-style-type: none">Designed personalised diet & workout plans that fit each user's daily schedule, helping busy professionals stay healthy without changing routinesGenerated ₹1.2L+ revenue in 3 months at ~30% trial-to-paid conversion & 25% referrals, reaching 100+ paying users via organic & offline channelsDrove 40% conversion from a pricing ladder anchored by a low-commitment 21-day habit challenge, upselling trial users into 1:1 & group coachingGrew retention 20% vs app-only users by running 'Shopping Smart' in-store walkthroughs, on the insight that habits break in-store, not in-app	
Mergedeck Co-Founder B2B acquisition marketplace National Finalist, IIT Madras Startup Conclave	Jun'24 – Oct'24
<ul style="list-style-type: none">Sized an underserved founder-exit market via founder & investor interviews, finding viable products & customers abandoned by subscale startupsAggregated 36 listings worth \$21M & facilitated 2 acquisitions by building listing, matching & deal-tracking workflows end-to-end as the sole PMDrove two-sided GTM via 50+ founder communities & cold outreach, standardising listing templates & buyer teasers to source high-intent sellers	

AI PROJECTS & EXTRACURRICULAR ACTIVITIES

- Reccos:** Dietitian-curated recommendations to discover healthier alternatives to everyday foods, with **~300 live products & 100+ paying members**
 - Cutroom:** Open-source **AI podcast editor** to transcribe, match voices to faces via lip movement & auto-frame close-ups into a publish-ready video
 - Social Impact:** Helped NGOs incl. Pestalozzi World & HWCT India raise **\$200K+** via CSR decks & donor database, leading **100+ consultants at 180DC**
 - Basketball:** Played centre & defence across zonal inter-school tournaments | **Fine Art:** 3+ years' training in oil & charcoal at Pracheen Kala Kendra
- Data:** SQL, Mixpanel, Metabase | **Growth:** CleverTap, Firebase flags, Hotjar | **Design & Delivery:** Figma, Jira | **AI:** Claude Code, Cursor, LLM evals