

Aakarsh Sharma, Product Manager

RZ-754, Sagarpur

New Delhi

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➤ **Professional Summary**

Results-driven Product Manager with 7 years of experience. Proven track record of successfully leading cross-functional teams, driving product development, and delivering innovative solutions. Adept at utilizing agile methodologies, analysing market trends, and improving user experiences to achieve business goals. Strong communicator and strategic thinker, committed to delivering high-quality products that meet customer needs.

➤ **Experience**

❖ **Product head**

M. Traders, Meerut

November 2021- October 2024

- Handled a team of 3 product managers
- Ensuring smooth set up for new product in the assembly
- Ensuring timely procurement of required raw materials by keeping the purchase department in the loop
- Assisting the purchase department in procuring best material at optimum cost for the final product by asking for samples and assessing the material procured is of set standard
- Keeping an eye for new vendors in market
- Allocating work and managing the product team, giving timely training and information for better quality assessment of the material
- Setting Performance metrics for the team.
- Analysing the market geographically and economically and modifying our product strategy for better penetration and staying ahead of the competitors.

❖ **Product Manager**

Winklix Internet Pvt Ltd, New Delhi

Sept 2019 – Sept 2021

- Successfully launched three new software products, driving a 25% revenue growth for the company.
- Implemented agile methodologies to improve team productivity and product quality.
- Gathered and analysed customer feedback to guide product improvements and feature prioritization.
- Worked with UX/UI designers to enhance user experience and address pain points.
- Developed and maintained detailed product documentation and specifications.

❖ **Product Manager,**

Mahatta Arts, New Delhi

Jan 2017-Aug 2019

- Developed and Maintained website by collaborating with developers and designers.
- Being the point of contact between UX/UI team and the stakeholders
- Implemented new changes on the website.
- Maintained detailed product documentation and specification

❖ **Internship Program**

Garware Polyester Pvt. Ltd.

June 2016 to August 2016

- Market Research and analysis based on consumer preferences and market trends.
- Finding prospective clients by cold calling and mailing.
- Collection of data.

➤ **Education**

- **Master of Business Administration**
Sharda University, Greater Noida, U.P
Aug, 2015 – July, 2017
- **Bachelor of Business Administration**
BIT, Meerut, U.P
July,2012 – June, 2015
- **Intermediate**
DAV Public school, Meerut
2011

➤ Professional Skills

- Product Management
- Agile Methodologies
- Market Research
- User Experience (UX)
- Cross-functional collaboration
- Team Leadership
- Project Management
- Data Analysis
- Strategic Planning
- Stakeholder Communication
- MS-Office
- JIRA

➤ Personal Profile

Father's Name:	:	Mr. Avinash Sharma
Date of Birth	:	09/02/1993
Marital status	:	Married
Gender	:	Male
Nationality	:	Indian
Languages known	:	Hindi, English

I hereby declare that the above information is correct to the best of my Knowledge.

Date:

Place:

(AAKARSH SHARMA)