PRIYANUJ GOGOI

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Education

2022-2023	**THE MASTERS' UNION** PGP in Technology & Business Management | Specialised in Product Management | **CGPA: 3.48/4** **Awarded INR 6L in pre-seed funding among 40+ teams by Google and Sequoia Capital panellists**	**Gurgaon**
2015-2019	**MANIPAL INSTITUTE OF TECHNOLOGY, MANIPAL** Bachelor of Technology, Electrical and Electronics Engineering; **CGPA: 8.69/10 (Top 5 percentile)**	**Manipal**
2013-2015	**JAIPURIAR SCHOOL** Class 12 (CBSE): 82.4% | **Silver Medalist in International English Olympiad among 5L+ candidates**	**Mumbai**
2009-2013	**APEEJAY SCHOOL** Class 10 (CBSE): 96% | **Gold Medalist in National Cyber Olympiad among 2L+ candidates**	**Mumbai**

Experience

2023-Present — **ECOM EXPRESS** — **Gurgaon**
Product Manager

Leadership and Product Management
- **Led** a 15+ engineering team, overseeing first-mile Pickup and field agent applications for both Pickup and Delivery processes
- Owned the **Product Lifecycle, Roadmap** & collaborated with Operation & Customer Service teams on **PRD development**
- **Prioritised user stories** to the business problems and communicated **value-effort to CXOs** for strategic decision-making
- Improved **cross-team collaboration & innovation** using project tools & frameworks like **Scrum, Agile, JIRA, Confluence**

Business Impact
- **Achieved a 30% loss reduction** for e-commerce marketplace **Meesho** by implementing the "Branded Packaging" feature
- **Reduced customer disputes by 5%** and **boosted Pickup efficiency by 10%** by introducing the "Proof of Pickup" feature
- **Boosted 20% in customer fulfilment rates** for platforms **Meesho and Flipkart** through developing "Same Day Dispatch"
- **Enhanced First Attempt Delivery by 8%** with proactive WhatsApp notifications, ensuring successful and timely shipments
- Attained a **15% reduction in frauds** through an anti-blur feature, preventing agents from uploading unclear odometer images
- **Increased Pickup Centre operations efficiency by 25%** and **reduced losses by 10%** with a real-time Process Dashboard
- **Cut 100% dev time** for customer-specific rules by streamlining pickup auto-cancellation rules with a user-friendly interface
- Targeted **50% operational efficiency boost** and **40% cost reduction** by launching "One App" for pickup and delivery agents

2019-2022 — **SCHNEIDER ELECTRIC** — **Bangalore**
Product Development Consultant

Leadership and Product Management
- **Launched the new** "Automated Fan Controller" in Australia and New Zealand regions by **leading** a team of 10 engineers
- Led **prioritisation** of features for a project by presenting **~20+ user stories** to **10+ stakeholders** during **Sprint Planning**
- Envisioned **GTM Strategy** & created **AFMEA** (Advanced Failure Modes and Effects Analysis) doc. before product launch
- Managed the project budgeted at **€ 500K** with an estimated **sales of > € 2 Million** and **20% market share** by 2026

Client Interactions
- Steered **10% of revenue** by generating product lines with clients like **Amazon and Microsoft** through **Inbound Marketing**

Business Impact
- **Reduced 60% man-hours** testing by developing automatic device verification feature using **Python** and **Robot framework**
- **Lowered the maintenance cost by 30%** of electrical devices by integrating the "Digital ID" feature in Facility Expert App
- Enhanced **Hit Rate by 15%** & simplified booking process through the development of **one-click solution discovery** feature
- **Enhanced product sales by 25%** by re-launching the verified versions of Power Circuit Breaker and Ethernet Gateway
- **Raised Wiser's market share by 2%** with launch of Bluetooth and IoT enabled Home Automation products in **ANZ market**

Firm Initiatives
- **Mentored** a team of **4 engineers** on the remodelling of UI/UX of a **€ 50K budgeted** Global Home Automation project

Achievements
- Awarded the **"Employee of the Month" award** for the validation of a **€ 200K budgeted** ethernet gateway LINK 150 project
- Bagged the prestigious **"Act Like Owners" award twice** on the successful launch of **€ 1.5 Million** Wiser projects
- Received the 'Embrace Different' award for **cultural inclusivity** from the **Vice President, R&D Unit** of Schneider Electric

Academic Projects

Oct'22 - Jan'23 — **SAMARPANA** *(A one-stop platform for all religious activities; raised INR 6L in the pre-seed round by Sequoia Capital)*
- **Ideated** the world's largest **religious ecosystem**, by leveraging technology through **live streams, online donations**, etc
- **Onboarded** ISKCON Gurugram & Badshahpur onto this **$55 bn opportunity**, with just 30% market penetration yet

Certificates

Product Owner | **Scaled Agile Framework (SAFE)** | **Inbound Marketing** | Azure Machine Learning | Financial Accounting

Skills

Product Roadmap & Prioritization | GTM | Analytical Decision Making | Figma | Problem-Solving | MS-Office | Power BI & Tableau | JIRA | Confluence | CRM | People Management | MIRO | Security Tester | IoT Landscape | Web and Device Automation | C++, Python

Positions of Responsibility

- **Organised** the Annual College Cultural, Sports and Technical Festivals with a team of **100 members** for a **footfall of 80K+**
- **Captained** the 16 membered College Cricket team in 7 'district-level' Cricket championships representing MIT University
- **Headed** the School Sports' division and represented the **4000-strong school** at district Cricket and Football tournaments

Awards & Achievements

- **Featured** as a Speaker & discussed PLC in an episode of **Spotify** podcast named Product Pathshala reaching **5K+ listeners**
- Secured the position of '**Runners-Up**' among **200+ colleges** in the annually organised Inter-College Cricket Tournament
- Emerged as '**Winners**' among **500+ schools** in the annually organised Inter-School Football Championship

Personal

Fluent in English, Hindi and Assamese. Enjoy **Travelling** and **Bike Riding** - rode **more than 50,000 km across 15 states of India**; Travelled to **more than 10 countries**. A trained (1st division) **Classical Musician**, enjoy playing team sports like Football and Cricket