

Mohit Kumar Saini

Product Management & Analytics | 5+ Years

MBA - FMS Delhi | BTech (CSE) - NIT Uttarakhand

LinkedIn

Mob. +91-9897735536

krmohitsaini@gmail.com

PROFILE SUMMARY

Data driven Product & Analytics Manager with 5+ years of experience in **Product Management, Product Development, Analytics and Applied AI/ML** across Energy, SaaS and EdTech domains. Proven expertise in **leading end-to-end product lifecycles**, from ideation to deployment, **leveraging Data Science and GenAI** to drive measurable business impact. Skilled in Python, SQL, Power BI, Tableau and AI, bridging the gap between technical AI capabilities and strategic business outcomes.

Course	College/University	Year	CGPA/%
MBA; Maj: Finance, Min:IT	FMS Delhi	2022	7.41/10
BTech; Computer Science & Engineering	NIT Uttarakhand	2019	7.84/10
Intermediate/+2	Templeton College, Kashipur	2014	93.0%
High School	Templeton College, Kashipur	2012	10/10

PROFESSIONAL EXPERIENCE | 4.5+ YEARS

- **Senior Consultant (APM) | EXL Analytics | Gurgaon** [May'22-Present]
 - Led AI driven digital product initiatives for US-based clients, improving CX through data-driven insights.
 - Owned E2E product lifecycle - ideation, research, development, launch, aligning AI initiatives with business OKRs.
 - Collaborated with UX/UI, engineering & marketing team to enhance CX by reducing friction in enrollment.
 - Created a GenAI driven Agentic experience leveraging CopilotStudio for one stop reporting solution.
 - Built real-time analytics and monitoring dashboards, enabling marketing teams to optimize ROI by 10%.
 - Boosted digital enrollment completion rate by 20% via funnel optimization powered by behavioral data models.
 - Drove a 15% increase in revenue through dynamic pricing recommendations using regression learning concepts.
 - Designed a GenAI prototype using LangChain to summarize operational data & generate strategic insights.
 - Oversaw onboarding of new resources, conducted trainings, supporting seamless team operations and learning.
 - Awarded The Genius Award (Q2 2025) for scaling AI driven analytics initiatives.
- **MBA (Full Time) | Faculty of Management Studies | University of Delhi** [Jul'20-Apr'22]
- **Software Engineer | Valuable Edutainment Pvt Ltd | Noida** [May'19-Jul'20]
 - Developed AI powered features for EdTech platform, integrating ML algorithms to enhance engagement and CX.
 - Led product development for video conferencing solutions, collaborating with design and engineering teams.
 - Delivered 10+ AI driven speech enhancement modules, improving audio quality by 20%.
 - Engineered CNN-based fraud detection, increasing unit revenue by 15% through improved monitoring.

LIVE PROJECTS (PART-TIME) | 6 MONTHS

- **Product Manager - B2B SaaS | Zixflow (Sales Simplify) | Remote** [Sep'21-Oct'21]
 - Researched end-to-end sales journey, pain-points & curated use-cases of CRM platform for 5+ industries.
 - Planned 10+ platform automations, designed 2 sales forecasting models & their implementation strategies.
- **Product Manager - B2C | Reach Technologies Pvt Ltd | Remote** [Apr'21-Jul'21]
 - Conducted market studies across 100+ firms; defined AI-driven product roadmap for marketplace discovery.
 - Conceptualized 20+ use-cases of disruptive techs, designed their end-to-end implementation strategies.

INTERNSHIP | 2 MONTHS

- **Strategy Intern - Global Biologics CDMO Business | Syngene International Ltd | Bangalore** [Apr'21-Jun'21]
 - Studied Indian pharmaceutical industry and analyzed business models & value chains of 4 companies.
 - Tailored 15+ KPIs, benchmarked last 5 years growth plans & devised future growth factors to increase revenue.

HONORS & AWARDS | CERTIFICATIONS

- Honored with Uttarakhand's Chief Minister Scholarship worth Rs. 50K/- for excellence in JEE-Mains.
- Secured 1st Position in School in CBSE Board Examination in Class-X (With IT) and Class-XII (CS).
- Ranked 8/1000+ students across 65+ B-schools, in FinShiksha Championship 2021 – Investment Banking.
- Winner of Blind Programming & Debugging competitions held at tech meet, NIT Uttarakhand sept '16.
- Tableau, Power BI & Image processing using python certification courses by EXL spanning over 65+ hours

TECHNICAL SKILLS

- **Tools & Libraries:** C/C++, Python, R, SQL, Power BI, Tableau, PySpark, LangChain, CopilotStudio
- **Concepts:** Product Management, Analytics, Data Analysis, AI Model Development, GenAI, Experimentation