Shyam Saha

Sr. Product Manager | EdTech | HRTech | Startup || PSPO™
Advanced and SAFe® 6 Certified
Gurugram, Haryana, India

Summary

I bring in analytical and problem-solving skills to the table, backed
by a proven record of building, managing, and scaling engaging
products. My leadership experience in developing (0-1 product) and
launching products is highlighted by my success in constructing a
startup's online learning delivery platform from scratch.
With more than a 10+ years in product management, I've crafted
and scaled innovative solutions for both Indian and global markets,
spanning both B2C and B2B space, working along cross functional
teams - Design, Pre-sales, Customer Success, Support, Sales.

Experience

Novatr
Product Manager
May 2024 - Present (1 year 7 months)
Gurugram, Haryana, India

SHL
Sr. Product Manager
August 2022 - December 2023 (1 year 5 months)
Gurugram, Haryana, India

• Built a live interviewing MVP (a B2B SaaS product) for global market with a
focus on acquisition, with ARR 6M.

• Enhanced the live interviewing flagship product with advanced features,
significantly impacting the participant experience of 220K interviews along with
handling 12 million interview minutes, through user research, data analytics,
and client feedback.

• Led cross-functional collaboration with the AI Labs to develop an AI-powered
service that recommends job competencies, enhancing the efficiency of
interview guide creation.

• Fostered cross-functional collaboration with Engineering, Design, Science,
Legal, and Content teams to generate concept designs, user stories, and
prototypes for new features and products.

• Owned and steered the execution of yearly product roadmap, PRDs, FRDs, release notes, and enablement sessions, while effectively communicating to leadership and solutions groups.
• Coached APMs, and BAs & worked on Jira, Confluence, Trello, Whimsical, Google Analytics, Figjam, and Lucidchart.

Oswaal Books
AVP Product
April 2021 - February 2022 (11 months)
Agra, Uttar Pradesh, India

• Championed the digital transformation of the E-Assessment portal, with successful user adoption of 75k+ subscribers in just 3 months. Orchestrated the market research, competitor analysis, product analysis, SaaS platform analysis, vendor analysis, to product launch.
• To cater to over 1 million K-12 users, conceptualized the product vision for Oswaal Book's first proprietary Learning Management System (LMS) from the ground up alongside leadership team.

Finitiatives Learning India Pvt Ltd
Product Owner
June 2009 - May 2020 (11 years)
Mysuru Area, India

Product owner - Platform & Technology
• Built an Ed-tech (e-learning) B2C platform and app from the ground up in the BFS domain, designed to annually accommodate 2000K visitors and 15K-20K paid learners.
• Attained a stellar product rating of 4.5/5 and a e.learning usage completion rate of 84%, delivering top-tier e-learning experiences to thousands of paid users.
• Shaped backlog priorities to drive the highest commercial impact with annual revenue growth of 15% YoY.
• Demonstrated cross-functional expertise by effectively collaborating with engineering teams, UI/UX designers, marketing, sales, support and customer success.
• Successful product integration with B2B clients resulted in 20% annual repeat business for B2B.
• Worked closely with CEO and leadership team to devise product growth strategies and scaled up revenue by ~15-20% YoY.

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Education

IBS Hyderabad
Master of Business Administration (M.B.A.) · (2007 - 2009)

North Eastern Regional Institute of Science and Technology (NERIST)
Bachelor of Technology (B.Tech.), Electronics and Communications Engineering · (2002 - 2006)

Ramakrishna Mission Vidyalaya
Class X, Higher Education/Higher Education Administration · (1992 - 2000)