Aditya Kumar

+91 8882518980 |Email: aditya0107kumar@gmail.com|LinkedIn

EDUCATION

Year	Degree/Board	Institute	CGPA / Marks(%)
2021-2025	B. Tech in Electronics and Communication Engineering	University School of Information, Communication & Technology, GGSIPU, Delhi	8.55

Full-Time Experience

Voy|Gurgaon: Associate Product Manager (July'26 - Present)

- Migrated 2K+ users from manual WhatsApp coaching to a multi-agent AI chatbot handling nutrition guidance, medication reminders, and progress check-ins, cutting **coach workload by 10%,** maintaining 80% user engagement.
- Built an AI-driven lead qualification system scoring leads into hot/warm/cold tiers based on engagement/behavioural criteria, lifting weekly sales conversion by **8%**.

Badho|Gurgaon: Associate Product Manager (April'25 – July'26)

- Drove zero-to-one launch of Delivery as a Service vertical by leading on-ground market research, aligning GTM strategy, and owning third-party API integration, achieving initial launch with 10 distributors in Gurgaon.
- Grew DaaS **revenue by 46%** and monthly **pickups by 18%** by designing a cashback rewards programme and dynamic pricing model, achieved within one month of launch with the same distributor base.
- Built a 12-agent **LLM-based triage system** that automatically resolves or escalates rider issues for a 25 riders delivery fleet, reducing the **escalation rate by 40%.**
- Added proactive SLA-breach alerts to catch delivery delays early, backed by a real-time dashboard giving ops full visibility for the first time.

Internships

ConvoZen.AI @NoBroker|Bangalore: AI Solution Consulting Intern (Jan'25 – Mar'25)

- Revamped the client call upload flow, leveraging UX best practices and UI enhancements to deliver a seamless **self-serve** experience, resulting in consistent feature adoption and improved client satisfaction.
- Led AI-driven Agent Call Auditing POC for Dream11**,** increasing audit coverage to **100% of calls with 90% accuracy**, while surfacing key payment and coupon-related user pain points through smart insights and dashboards.
- Engaged with Adda247's business partners to define call **auditing parameters** and **data insight** needs, driving the automation of agent quality assessment and securing a long-term client partnership.

Urban Company|Gurgaon: Product Analyst (July'24 - Sep'24))

- Spearheaded 'Events' launch on Home screen real estate, curating a release plan with happy sad test cases with city category specifications.
- **Increased 10%** traffic on the events category by running **A/B** experimentation on different CG cohorts, and reiterating as per User insights.
- Improved discoverability and conversion rate **by 5%** by monitoring real-time user feedback and analytics post-launch.

Skills

Tech & Tools: SQL, Flutter, Dart, Hasura, Postman, API Integration,Tableau, Microsoft Office, Google Analytics, Figma
Product & Data: User Journey, Product Roadmapping, AB Testing, Market Research, Critical Thinking, Effective Communication, Automation Workflows, Stakeholder Management, Go To Market Planning, n8n,

Achievements

- Ranked **Top PM** Fellow among **200+** candidates in NextLeap Cohort C-32 for excellence in product thinking, strategy, and case-based problem solving. (Dec'24 – Feb'25)
- **Startup Fair | IIC GGSIPU:** Achieved first place at the Startup Fair by delivering a standout **business presentation**, effectively demonstrating product innovation **and market strategy** (2024)
- **Service Selection Board (SSB)**: Cleared the SSB interview in the first attempt, secured AIR-41 in the batch TES-45 (2020)

Entrepreneurial Endeavours

Co-founder of Dovestep a Mental Health Support Platform (Product Link) (Sept'23 - Feb'24)

- Defined and executed Go-To-Market strategy, growing a WhatsApp support community to 250+ active members to validate product-market fit and drive engagement with the core use case.
- Led efforts to build a safe and supportive space for mental health, gaining traction and user interest in the MVP.