

Product Manager with experience in product and business development for early to mid-stage startups. Graduated from Durham University's acclaimed Department of Physics with technical courses in science, math, and computer science.

EXPERIENCE

Deskera, India — Product Analyst

September 2019 - Present

Deskera is a Naver funded Singapore based enterprise software provider having generated \$180mn in funding.

Member of a new team formed to develop an ERP product for India's SME market. The product involved digital payments, banking, and tax modules localised for Indian SME needs using India's UPI digital payments and GST technology stacks.

Business Development and Partnerships:

- Pitched partnerships and negotiated 11 contracts with major retail banks, GST Service Providers (GSP) and other fintechs such as ICICI Bank, Vayana and Karvy GSPs, PayTM, etc. for product integrations.
- Directly responsible for relationship management with 10+ prospective clients and partners including fintech founders, product VPs at banks and GSPs.
- Led the initiative of partnering with two GSPs to make Deskera a registered Application Service Provider for providing seamless GST filing directly from the app.

Product Ideation and Analysis:

- Consulted with industry experts in accountancy and financial services such as EY, Perfios, Karza, etc. for designing processes for invoicing, tax filing, KYC, and integrated banking for payments/collections customised for Indian SMEs.
- Conducted pricing analysis by evaluating competitors' strategies in ERP solutions, and by analysing SME involvement data in digital payments and online banking solutions obtained from firms such as KPMG, Vayana and CII.

Execution:

- Coordinated a cross-functional team of 8 product and engineering professionals across India and Singapore.
- Developed a Banking module allowing SME clients to collect and make payments, and access other core banking services by creating process flows, UI prototypes and PRDs.

TourHQ, India — Associate Product Manager

June 2019 - September 2019

TourHQ is an online platform connecting travellers with service providers, hosting 27,500 guides in over 208 countries.

- Responsible for handling the product team dedicated to dealing with a new product - Instantly Bookable Tours.
- Analysed travel market data to target areas of interest, and negotiated partnerships with tour operators.
- Conducted product and competitive analysis to determine the viability of new product offerings by tour operators.
- Brought on board 45 partners with a total of 64 products adding a value of \$22k to the company's portfolio.

ISLP Technologies, India — Product Manager

July 2018 - May 2019

ISLP Technologies is an IIT Delhi incubated start-up providing Artificial Intelligence and Distributed Ledger solutions.

- Built an agro-tech platform consisting of an e-marketplace along with AI/ML based personalised Information and Advisory, and an Identity Management system running upon a Distributed Ledger.
- Conducted market research including business and competitive analysis using government and private publications.
- Produced product requirement documents and software requirement specifications resulting in UI based prototype.

EDUCATION, SKILLS, AND INTERESTS

- **Durham University, Durham, UK** – BSc Honours in Physics October 2015 - June 2018
 - Graduated with **Hons.**, Relevant Modules: Physics Problem Solving; Python (CS); Theoretical Physics
 - Founded Collingwood College Film Society, 2016-2018
- **Amity International School, Noida, India** – Senior School Certificate April 2001 - April 2015
 - Higher Secondary Examination 2015: **92%** aggregate, Secondary School Certificate 2013: **9.8** CGPA
- Skills: C++, SQL, Python, Excel, Photoshop, After Effects, Premiere Pro
- Involved in visual arts and aesthetics, formally studied fine art for 9 years, maintain a vibrant portfolio of artwork ([instagram.com/ambarprasad.art](https://www.instagram.com/ambarprasad.art)), and a published photographer for magazines and newsletters.
- Volunteer, National Right to Food Convention 2016.