

# Sumedh Shelke

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## EDUCATION

### Indian Institute of Management Bodh Gaya

Masters in Business Administration

Gaya, Bihar

July 2024 – March 2026

### Terna Engineering College

Bachelor of Engineering (CSE)

Nerul, Navi Mumbai

Aug. 2019 – Oct. 2023

## EXPERIENCE

### Product Management Intern

Property Champ

June 2025 – Aug 2026

Dombivli, Maharashtra

- Built Power BI dashboards tracking rupees/sqft trends and booking velocity across 5 cities; used weekly by COOs
- Conducted A/B testing on listing layout; improved session duration by 28% across top-converting property types
- Mapped product roadmap of 40+ residential properties and used Jira to coordinate 5 cross-functional teams
- Queried 50K+ rows in SQL to uncover 3 underperforming segments; ran churn analysis on 10K+ leads in Excel

### Inside Sales Intern

SkillForge E-Learning Solutions Private Limited

April 2025 – June 2025

Bengaluru, Karnataka

- Generated 200+ qualified prospects through targeted outreach, B2C WhatsApp campaigns, and referral channels
- Managed 1,000+ leads via Excel CRM driving 400+ walkthroughs; reduced churn by 18% through funnel analysis
- Boosted lead-to-demo rate by 23% by customizing outreach scripts based on student profiles and program fit
- Built weekly MIS reports tracking conversion metrics across 4 sales stages from initial inquiry to enrollment

## PROJECTS

### Emergency Alert System | React Native, Flask, SQLite, WebSocket, JWT, GPS APIs

June 2024 – Dec 2024

- Defined PRD and user stories for a campus safety app serving faculty and security personas at IIM Bodh Gaya
- Led end-to-end product development of a cross-platform mobile safety app using React Native and Expo SDK 54
- Designed 4-stage alert workflow (Pending, En Route, On Scene, Resolved) with real-time WebSocket push alerts
- Built Flask backend with role-based access control, JWT auth, and SQLite for secure multi-persona alert flows

### Recurly – Subscription Tracker | Flutter, Dart, Riverpod, Hive, Firebase, RevenueCat

Jan 2025 – Feb 2025

- Built a B2C subscription tracking app with Material You dynamic theming and Material 3 design for Android
- Defined freemium pricing (Free: 5 subs, Pro: \$39.99/yr); integrated RevenueCat for in-app purchase and retention
- Architected offline-first local data layer using Hive DB with Firebase cloud sync for cross-device persistence
- Implemented Riverpod state management with code-generated Hive adapters for type-safe reactive data flows

## CERTIFICATIONS

### Google Advanced Data Analytics Professional Certificate | Python, ML, Tableau, Statistics

May 2025

- Completed 200+ hours across 8 courses; built regression, classification, and machine learning models in Python
- Performed EDA and predictive modeling in Jupyter Notebook; built Tableau dashboards for data storytelling
- Applied A/B testing and hypothesis testing frameworks to validate business decisions on real-world datasets

### Microsoft AI Product Manager Professional Certificate | Copilot, Power BI, Azure, UX, PM Tools

May 2025

- Completed 5-course series on B2B market research, UX design, product roadmapping, and AI product strategy
- Drafted PRDs, wireframes, and GTM plans; executed projects simulating AI-driven feature planning and launches
- Evaluated Copilot and Azure AI services for enterprise product use cases; built competitive analysis frameworks

## TECHNICAL SKILLS

**Product Management:** Roadmapping, PRD Writing, User Stories, A/B Testing, Wireframing, Sprint Planning, Backlog Grooming, GTM Strategy, Stakeholder Management, Competitive Analysis, Funnel/Churn Analysis

**Languages:** Python, SQL, Dart, JavaScript, HTML/CSS, R

**Tools:** Jira, Confluence, Notion, Figma, Miro, Power BI, Tableau, Google Analytics, Mixpanel, Excel, Git, Docker