

Contact

www.linkedin.com/in/oshokharbanda (LinkedIn)

Top Skills

Software as a Service (SaaS)
Feature Prioritization
Problem Solving

Languages

English (Native or Bilingual)
Hindi (Native or Bilingual)

Osho Kharbanda

Product Manager, Enterprise products
Gurugram, Haryana, India

Summary

Data-driven Product Manager with 7+ years of experience. Conceptualized and developed a data and analytics chat platform used by over 10+ Fortune 500 companies. Within 3 years it's now generating over USD 1Mn+ ARR. Skilled in user research, product roadmaps, and data analysis.

Achievements

- Increased user base by 20%: Utilised user research to identify pain points with Power BI app and championed the development of Power BI data model integration in Beagle GPT. Which helped us gained new business.
- Created and maintained a product roadmap aligned with business goals: Collaborated with cross-functional teams (engineering, sales) to define product vision. Prioritized features based on user research and market trends, ensuring the roadmap aligned with long-term business objectives.
- With the help of development team in integrated OpenAI's GPT-3.5 and GPT 4.0 LLM into our BI platform. This involved designing and implementing APIs to facilitate seamless communication between the platform and the LLM validating results and going back to drawing board.
- Won Microsoft Teams sponsored – Global Teams app development challenge two years in a row (2021,2022). With over USD 25K in cash prizes over 2 years.
- Got promoted for 2 years in a row over past 3 years.

Experience

BeagleGPT

5 years 5 months

Senior Product Manager

April 2023 - Present (3 years 4 months)

Gurugram, Haryana, India

1. Product Leadership & Growth:

- Owned the product vision and roadmap for a Gen AI-based data platform. Led a small team to achieve explosive growth, increasing ARR from \$0 to ~\$1 million in 3 years.

2. Multi-Faceted Product Management:

- Demonstrated strong product ownership by single-handedly leading product development, product analytics, and client success management for the initial client base.

3. Effective User Engagement & Feature Development:

- Led successful product demos for senior stakeholders.
- Conducted user research, market analysis, and internal brainstorming sessions for the development of impactful features like Data Nudges, NLP integration, Prescriptive modules, Webapp etc.
- Increased user engagement by over 3x through new features development regular customer engagements etc.

4. Recognition & Achievements:

- Won Microsoft Teams “Global Teams App Development” Challenge for 2021, 2022. “Best Productivity App” , 2021 with over USD 25K in cash prizes.
- Started as a Product Analyst and got promoted to Senior product manager within 2 years.
- With the help of team grew Beagle GPT from zero clients to 10+ Enterprise clients.

Product Manager

April 2022 - March 2023 (1 year)

Gurugram, Haryana, India

Product Analyst

March 2021 - March 2022 (1 year 1 month)

Gurugram, Haryana, India

CarDekho

Senior Business Analyst

November 2019 - February 2021 (1 year 4 months)

Jaipur, Rajasthan, India

1. International Business Development:

- Supported international business development efforts for the CarDekho Group (OTO.com, Zigwheels, & Carmudi) in Southeast Asia. Developed and

implemented strategies to expand market share and drive revenue growth in the region.

- Leveraged customer insights to optimize sales efforts

2. Process Improvement & Automation:

- Championed a culture of continuous improvement, driving process automation initiatives that resulted in annual manpower cost savings of \$42K and an 80% reduction in data requests. This streamlined operations and increased team efficiency.

3. Operational Excellence & Customer Satisfaction:

- Worked with product, Engineering and Marketing teams to achieve operational excellence, resulting in a high customer satisfaction rate evidenced by 85% repeat orders.

4. Recognition & Achievements:

- Earned recognition from CEO, new Auto & VP Product for outstanding contributions

Decision Point Analytics

2 years 8 months

Senior Business Analyst

April 2019 - November 2019 (8 months)

Gurgaon, India

1. Insights & Communication:

- Leveraged data analysis to generate actionable insights for senior leadership (Directors/CXOs). Presented compelling business cases, driving data-driven decision-making and interventions that help improve top and bottom line

2. Reporting & Tracking:

- Designed and implemented performance dashboards for brand, category, new product launches, key initiatives, and competitor performance for Fortune 100 clients. Streamlined reporting processes, improving efficiency by 20% and enabling data-driven decision-making at all levels.

3. Client Acquisition & RFP Management:

- Developed persuasive proposals for new client acquisition, resulting in securing 10+ new clients and generating 5Mn+ in additional revenue. Proactively identified and managed RFP opportunities, leading to 20+ successful bids.

4. Content Creation & Project Management:

- Created compelling presentations and reports using PowerPoint and Word to effectively communicate complex data insights to stakeholders. Managed day-to-day activities of project teams, ensuring successful delivery of multiple dashboard creation projects on time and within budget.

Business Analyst

April 2017 - March 2019 (2 years)

Gurugram, Haryana, India

Ogilvy

Accounts Management Intern

December 2016 - January 2017 (2 months)

Gurgaon, India

Emporio Marketing Pvt. Ltd.

Digital Marketing Intern

June 2016 - July 2016 (2 months)

Noida Area, India

JBM Group

Executive

July 2012 - March 2014 (1 year 9 months)

Gurgaon, India

- Responsible for coordinating internal resources and third parties/vendors for the flawless execution of multiple projects, including development of new panels/parts for upcoming models and change requests in existing raw materials and product designs for in production panels/parts for our customer Maruti Suzuki India Ltd.
- Gained insights into the working of a manufacturing plant from procuring raw materials to shipping end products to customers.

Education

Delhi Technological University (Formerly DCE)

Master of Business Administration (M.B.A.), Marketing & Supply Chain Management · (August 2015 - May 2017)

Guru Gobind Singh Indraprastha University

Bachelor's Degree, Tool Engineering · (August 2008 - May 2012)