

ARAVIND RK

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Summary

Able to successfully produce high-quality products with 5 years of experience in showing attention to detail while identifying new opportunities and challenges. A self-motivated, independent and skilled problem solver who is able to manage multiple projects simultaneously.

Experience

Paradigm | Los Angeles, California

Product Manager | 10/2019 - Present

- Created and released new product lines, increasing sales by an average of 30% with a 95% retention rate
- Created 10 new features and functionality for 6 new products, resulting in an average return on investment of \$12k per week
- Created and launched two new products, increasing sales by \$300k
- Introduced a new product line, increasing sales by \$400k
- Modelled product changes to the sales team, increasing the sales team's confidence in the product and resulting in a 50% increase in revenue
- Developed cross-functional product teams that had the ability to attract, develop and retain top talent
- Developed a new product roadmap, resulting in an increase in revenue of \$3 million
- Developed product reports and dashboards to be used by the sales team, increasing their confidence and resulting in an increase of \$2 million in revenue

I&M Marketing | Los Angeles, California

Product Manager | 08/2018

- Developed a new product line and persuaded management to implement it
- Trained 5 new employees in the product, resulting in a 4% increase in revenue
- Streamlined development of new processes, tools and reporting, resulting in a 30% reduction in error rate and 12% increase in employee productivity
- Implemented new marketing techniques for new product releases, resulting in a 20% increase in revenue
- Responded to new sales inquiries by developing a new product and training 6 employees
- Developed social media strategy, launched new blogs and increased marketing effectiveness by 25% through effective use of social media
- Managed 8 new employees and 2 new departments, reducing errors and increasing efficiency by 10% to 13% per month

Apple | Los Angeles, California

Product Manager | 08/2016

- Developed a unique product that increased revenue by \$250k
- Managed a team of 2 product managers and 3 engineers to ensure project goals were met
- Gained and maintained a 20% increase in monthly sales rate
- Created a new product pipeline for 8 new products within the next 12 months
- Awarded top sales employee of the quarter

Skills

Agile, Communication Skills, Marketing, Jira, Microsoft Powerpoint, Analysis Skills, Leadership

Education

Lourdes Western University | Los Angeles, California

Bachelor's Degree in Computer Science