

# Aagam Rakesh Mehta

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## STRATEGY | PRODUCT MANAGEMENT | TECHNOLOGY

### Experience

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**Eduvanz Financing Pvt. Ltd. / WiZR.in (Backed by Sequoia)** | Mumbai, India

September 2021 – April 2024

#### **Operator / Special Projects Manager – CEO's Office** *Reported to the VP – CEO's Office & Operations*

- Assigned responsibilities to streamline Partnerships, Project Management, Catalogue dept and stabilize any ad hoc firefighting challenges faced at the EdTech e-commerce.
- Worked directly with C-Suite and executive leadership to drive multiple high-priority strategic initiatives, identifying and addressing core operational challenges and catalyzing business growth across the organization.
- Owned end-to-end project delivery of the product [www.WiZR.in](http://www.WiZR.in) for foundational process improvements, including conceptualizing and deploying scalable partnerships onboarding and project management solutions that increased operational efficiency by 35% and enabled rapid, organization-wide implementation.
- Built the catalogue team from ground up and automated processes to automate 70% of manual tasks by applying first-principles thinking, tracking team and metric performances and data-driven analysis to inform decisions.
- Led a team of 10 and demonstrated high ownership in fast-paced environments by proactively tackling, ambiguous problems, ensuring smooth communication to stakeholders, and delivering execution with a strong bias toward action.

#### **Product Manager – Technology** *Reported to Chief Technology Officer*

- Drove cross-functional strategic initiatives by identifying process bottlenecks in lending workflows and implementing scalable solutions, reducing loan approval times by 40% and increasing operational efficiency.
- Optimized QA processes, automating Postman API testing and introducing Excel-based financial model simulations, dramatically reducing QA cycles from 1 week to 5 hours, accelerating bug resolution leading to developer productivity.
- Managed agile development processes (Epic/user story/task prioritization in JIRA), significantly enhancing development velocity, clarity, and alignment between business requirements and engineering execution.
- Developed and executed comprehensive training programs for 35+ team members, ensuring consistent User Acceptance Testing (UAT), reducing errors, and enhancing organizational readiness.
- Enhanced operational efficiency through 100+ strategic API integrations (Experian decisioning, MuleSoft ESB), resulting in reduced manual interventions, lower API failure rates, and continuous service uptime for customers.

#### **Assistant Product Manager – Product** *Reported to Chief Product Officer*

- Built a BNPL digital lending ecosystem of 7 products, transforming a previously manual 3 - 5-day credit process into a seamless, fully automated 10-minute customer onboarding experience by integrating APIs (CIBIL, c-KYC, OCR verification) and developing multiple Business Rule Engines.
- Automated lender selection by introducing a slab-based decision matrix in Salesforce CRM, effectively distributing customers to lending partners based on interest margins and lender commitments, leading to faster decision-making and optimized loan matching.
- Collaborated cross-functionally with C-suite executives (Chief Risk Officer, Chief Business Officer, Chief Collections Officer) to overhaul internal CRM workflows, significantly reducing processing time and manual steps by digitizing the entire loan origination flow.
- Co-developed advanced repayment and amortization schedules with external LMS vendors to ensure seamless integration, compliance, and accuracy across all co-lending scenarios.

### Skills and Tools

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**Skills:** Operator, Product, Program and Project Management, Python, SQL, API Testing (Postman), Excel (Advanced), Data Analytics, Agile (Scrum, Kanban) A/B Testing, User-Centric Approach, Road mapping, PRD Writing  
**Tools:** JIRA, Trello, Figma, AdobeXD, Salesforce, Tableau, PowerBI, Notion, Slack, GA4, Mix Panel, Whimsical  
**Languages:** English (Native), Hindi (Native), Gujarati (Native), Marathi (Intermediate), French (Beginner)

### Education

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**Master of Business Administration (MBA) – STEM Analytics**

September 2024 – August 2025

Hult International Business School | San Francisco, California

**Bachelor of Business Administration (BBA) – Finance**

July 2018 – May 2021

Narsee Monjee Institute of Management Studies – ASM SOC | Mumbai, India