Krish Munot

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EDUCATION

ANNA UNIVERSITY
Computer Science
2017

LINKS

Wesbite:// **KrishMunot**
GitHub:// **KrishMunot**
LinkedIn:// **KrishMunot**

SKILLS

PRODUCT
• User Acquisition • Growth • Retention
• Pricing • Agile • Jira

DESIGN
• InVision • Sketch • UX Research

PROGRAMMING
• C++ • Python • JavaScript • R • SQL

PROJECTS

GEM | Co-Founder, PM
Feb - Jul 2019
- Designed the app, built the Product Road-map and Strategy
- Featured on Wired Magazine
- Got Accepted into Y Combinator's Startup School

UC BERKELEY | UX Research
May 2018 - Part Time
- Worked on UX research, translation and emotional language analysis at the Berkeley Social Interaction Lab

KIT | Visiting Lecturer
May 2018 - Aug 2018 - Part Time
- Lectured students on Product Design and HCI
- Drove insight, strategy, and execution for new curriculum and projects

FIND WITHIN | Co-Founder
Sep 2015 - Apr 2017
- Set the Roadmap, Strategy and Vision
- Finalist in the G-Startup competition and successfully backed up by a VC and FB Start
- Made a **spin off m-commerce app** - Buy Me

EXPERIENCE

STACKEND SOLUTIONS | Product Manager
Jul 2019 - Now

- Effectively drove (not just gathered) product specs and requirements for the product features and worked on the roadmap.
- Redesigned product launch forecast methodology, improving forecast time by 83%, saving 1.5 hours per cycle and led team of 3 engineers to develop an internal system to track financial and strategic impacts of product launches
- Reimagined product overview and documentation to optimize for both new user acquisition and existing user satisfaction

A2A DIGITAL (VKIRIROM SMART CITY) | Product Manager
Jan 2018 - Feb 2019

- Analyzed customer data, industry trends, and provided integrated, data-driven growth strategies to build new channels for generating leads, estimated increase in cross-selling is 45%
- Worked with the design, marketing and technical teams to accelerate the progress of internal projects which after being beta tested, successfully turned 4 of them into flagships
- Orchestrated weekly strategy reviews across engineering, product, sales and operations leaders, cycling through big bets to identify and remove any roadblocks, make market positioning decisions or craft competitive response

APOLLO ENTERPRISES | Product Management Intern
July 2017 - Nov 2017

- Defined the product roll-out strategy, built UI/UX wireframes, created a series of A/B tests, managed project execution and timelines
- Conducted a comprehensive competitor product analysis and presented strategy pitch to the sales team
- Led a design sprint, conducted research studies with potential users, made data-driven stylistic decisions, and created interactive prototypes

TARDISK, HARVARD ILABS | Software Engineering Intern
Sept 2016 - Oct 2016

- Analyzed heat maps of the site and optimally changed the experience of web pages to increase sales conversions by 70%
- Shipped a feature in the support dashboard and integrated a flow sequence from modules of the application for fetching results, optimized speed by 23%
- Proactively understood the entire design, dev, and deployment of the environment, including familiarity with Shopify Liquid and API endpoints

AWARDS

2018 Received the f8 scholarship from Facebook for 3 consecutive years
2017 Stood 3rd place overall at the AbInBev Data Science Hackathon
2017 Won 5 silver medals on **Hackerrank contests** with a 95%ile rank
2016 Participated as a Delegate in Model United Nations Debates
2015 Startup was selected within the top 20 by GMIC, Bangalore