

Amit Gautam

+91 87503 07740 - work.amit.gautam@gmail.com - [LinkedIn Profile](#) - [Portfolio](#)

PROFESSIONAL SUMMARY

Results-driven **Product Manager with 1.8 years of experience** driving 0-to-1 product development, data-driven growth and cross-functional team leadership. Built an **EdTech SaaS platform** from concept to Rs. 2.5 Cr valuation, **onboarded 5,000+ active users** through data-driven growth strategies and iterative product development, and secured startup programs with Google, Microsoft, Dell and Zoho. Expert in **user research, KPI tracking, Agile execution, road mapping, and stakeholder management**.

EDUCATION

Delhi Technological University

New Delhi, India

B.Tech in Mechanical Engineering (Automotive Engineering Specialization)

Aug 2023 - July 2027 (Expected)

SKILLS & COMPETENCIES

PM tools: Jira, Asana, Notion, Miro, FigJam, ProductBoard, Confluence

Tech Stack : SQL, Python, Excel, Zapier, N8N

Analytics : Google Sheets, Google Analytics, Similar Web, Microsoft Clarity, Mixpanel, Tableau .

Methodologies: Agile/Scrum, Sprint Planning, Backlog Grooming, RICE Scoring, MoSCoW

Marketing & Outreach: Zoho Campaigns, Buffer, Apollo.io, LinkedIn

Core PM Skills: User Research, Roadmapping, KPI Definition, A/B Testing, Go-to-Market Strategy, Stakeholder Management, Cross-Functional Leadership, SOP Creation, Root Cause Analysis

WORK EXPERIENCE

Founder & CEO (Product Leadership Role)

May 2024 - March 2026

Distance Connect – SKILLZIA EDUCATION TECHNOLOGIES PVT. LTD.

New Delhi

- **0-to-1 Product Ownership:** Architected end-to-end product strategy and MVP roadmap for EdTech SaaS platform from concept to INR. 2.5 Cr valuation within 18 months, securing pre-seed funding of Rs. 5.5 Lakhs and institutional backing from DTU IIF Incubation Centre.
- **User Research & PMF:** Validated product-market fit through 500+ structured user interviews and iterative prototyping cycles; accepted into 4 prestigious accelerator programs, Google for Startups, Microsoft for Startups, Zoho for Startups, Dell for Startups.
- **Cross-Functional Team Leadership:** Led a cross-functional team of 8+ members (tech, design, marketing, finance, legal) using Agile/Scrum, conducted bi-weekly sprint planning, daily standups, and backlog grooming to deliver 15+ product features on schedule.
- **KPI Definition & North Star Metrics:** Defined and tracked North Star metrics (activation rate, 30-day retention, LTV:CAC) via analytics frameworks; achieved 35% MoM user growth and 68% 30-day retention through data-driven feature prioritization
- **Go-to-Market & Launch Readiness:** Orchestrated product launches and GTM strategies in collaboration with engineering (feasibility) and design (UX), covering marketing collateral, help documentation, and legal checks, resulting in successful beta launch and early customer acquisition.
- **Stakeholder Management:** Managed investor relationships and enterprise partner communications, delivering quarterly business reviews and roadmap presentations that secured ongoing financial and strategic support.

Marketing Executive (Growth Product Role)

Aug 2023 - Oct 2023

Bubbl Social

New Delhi

- **GTM Execution:** Executed Go-to-Market strategy for college vertical, leveraging viral loop mechanics to acquire 1,300 active users within 1.7 months, exceeding targets by 40%.
- **Growth Experiments:** Designed multi-channel experiments (influencer, campus activations) using lean startup methodologies; achieved 25% organic growth rate and 3.2x viral coefficient.
- **Funnel Optimization:** Conducted user research to identify friction points; implemented A/B tests and funnel optimizations that improved activation rate by 18% and reduced time-to-value by 40%.