

Vedant Yogesh

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EXPERIENCE

Founding Product Manager

Firstwork Inc

October 2024 - Present, Remote

- Built the base platform, five AI agents, workflow builder, app marketplace & an e-signing tool that fast-tracked compliance & hiring across 108 countries to under 7 min from 10 days.
- Helped scale the company to USD 1M in under one year by shipping rapid MVPs such as a speech-to-speech AI phone caller and Slack-based evals for customers that supported 90% of deal closures.
- Led onboarding for the first two enterprise customers, saving 84,000 man-hours and helping one customer grow active workers by 2.5 times in eight months.
- Set up early GTM motion, delivered demos, built sales collateral, sourced & hired 2 people and automated billing & taxation for predictable cash flow.

Product Manager

Onsurity Technologies

January 2024 - October 2024, Bangalore, KN

- Generated 91.3 lakhs within 4 months by leading and automating policy copy business model.
- Increased wellness revenue by 34.2% MoM from a baseline of INR 1.5 lakh by redesigning the lab booking flow.
- Launched a B2B insurance service & generated over 500+ qualified leads with 0 CAC, contributing to over 46 lakh in revenue.
- Utilised data to persuade leadership against proceeding with a project, preventing a long-term loss of ₹77 lakh/annum.

Associate Product Manager

Keka HR

October 2021 - January 2024, Hyderabad, TS

- Scaled the entire workforce management vertical, contributing 15% of Keka's revenue & increased their usage by 45% & upsell by 20%.
- Expanded into four new countries by adapting to compliance, workflows and user behaviour.
- Increased plan upsell by 32% by introducing a workflow automator.
- Led initiatives such as self-onboarding & policy setup re-design, reducing onboarding time from 2 days to 20 minutes for smaller customers.
- Reduced 164 tickets/week to 22 in 2 quarters, solving the most repetitive customer concerns.

EDUCATION

B.Tech in Computer Science

Manipal University Jaipur • 2021 • 8

SKILLS

Product: Jira, Confluence, Notion, ChatGPT

Technical: Prompt engineering, Cursor, Python, Flutter, n8n, Framer.

Design: UX Research, Figma, ShadCn, MUI.
