SK

SOHAIL KHAN

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Summary

Experienced Product Manager with a strong technical background and expertise in product development, innovation, and product lifecycle management. Proven success in delivering high-quality, scalable products and leading cross-functional teams in fast-paced, high-growth environments. Skilled in defining product roadmaps, analyzing competitive landscapes, and driving product excellence in the ad tech and software development sectors.

Skills

- **Front-End Technologies**: HTML5, CSS3, JavaScript, React, Angular
- **Back-End Technologies**: Python, Django, Node.js, Express.js, .NET
- **Database Systems**: SQL (PostgreSQL, MySQL), NoSQL (MongoDB)
- **API Development**: RESTful API design, third-party integrations
- **Version Control**: Git, GitHub
- **Optimization**: Application Performance, Scalability, Troubleshooting, Debugging
- **Cloud Platforms**: AWS, Azure, GCP (Deployment, Scaling, Maintenance)
- **Security Best Practices**: Data Security, Encryption, Secure Coding Practices
- **DevOps Practices**: CI/CD Pipelines, Docker, Kubernetes
- **Code Reviews**: Ensuring maintainable, clean, and scalable code
- **Problem Solving**: Strong analytical skills to debug and resolve software issues

- **Collaboration**: Cross-functional teamwork, Agile methodologies
- **Product Roadmap & Lifecycle Management:** Experience in defining product roadmaps, feature prioritization, and leading end-to-end product development.
- **Innovation & Technology Evaluation:** Ability to evaluate emerging technologies and identify opportunities for product innovation and improvement.
- **Program Management:** Expertise in strategizing and implementing product initiatives aligned with business goals.
- **Cross-Functional Collaboration:** Proven ability to collaborate effectively with engineering, testing, business leadership, and external partners to deliver high-quality products.
- **Data Analytics & Performance Tracking:** Strong experience with product performance metrics, A/B testing, and deriving insights from data to drive product optimization.
- **Product Specifications & Delivery:** Skilled in writing functional and performance specs and ensuring features are shipped on time with high quality.
- **Competitive Analysis & Market Positioning:** Conducting market and competitor analysis to prioritize features that give a competitive advantage and enhance user experience.
- **Capacity Planning & Scalability:** Experienced in capacity planning and ensuring product scalability to accommodate new users and growing traffic.
- **Technical Acumen:** Strong understanding of Web 2.0 concepts, scalability, security, and privacy standards.

Experience

SIMPLE AI AUSTRALIA
Technical Product Manager | Full Stack Developer

- Defined and executed the **product roadmap** for a financial literacy platform, managing the product lifecycle from ideation to launch.
- Collaborated with engineering teams to write detailed **functional specs** for

01/2023 - Current

- product features, ensuring on-time delivery with high performance and quality.
- Conducted competitive analysis to identify **market opportunities** and **innovation possibilities**, prioritizing features that provided a competitive edge and enhanced the customer experience.
- Used **A/B testing** and data analytics to track product performance, iterating quickly on product features based on user feedback and metrics.
- Managed cross-functional teams, working closely with development, UX, and marketing to ensure alignment with **business objectives** and product goals.
- Successfully launched and iterated on new features, achieving a 20% increase in user engagement within three months post-launch.

Sankey Solutions Pvt Limited
SOLUTION ANALYST | Full Stack Developer
08/2022 - 12/2022

- Led a cross-functional team to deliver a **SaaS product** in a highly technical, fast-paced environment, ensuring it met functional, security, and scalability goals.
- **Collaborated with engineers** to evaluate new technologies and implement solutions that addressed technical challenges while meeting user needs.
- Conducted **capacity planning** and ensured the product could handle expected traffic growth and onboarding of new customers.
- Prepared detailed **performance specifications** and worked closely with the feature team to deliver high-quality features on schedule.
- Carried out comprehensive **competitor analysis** to identify trends, positioning the product with features that aligned with market needs and business growth objectives.

Education

BK Birla Institute of Engineering and Technology
Bachelor of Technology in Electronics and Communication Engineering
01/2021

Nov 2021 to May 2022
PG Certification in Full Stack Python Development

Accomplishments

- Secured second place in the Founder's Institute Program Australia among 60 competing companies, with only 6 being selected, demonstrating exceptional innovation and product development capabilities. Additionally, received multiple offers for funding as a testament to the project's potential and success.

PROJECTS

- **Youth Financial Literacy Platform:** Designed and implemented a full stack platform for financial literacy, using React for the frontend and Django for backend APIs. Managed the entire development lifecycle from concept to deployment, driving customer engagement with personalized financial insights.
- **Financial Markets Platform Development**: Managed a high-stakes project developing a financial transaction system, acting as the primary link between the technical team and external stakeholders. Defined clear project goals and schedules, ensuring milestones were met.
- **CX Developer Platform for Financial Services:** Led the creation of an API-driven platform enabling developers to integrate CX functionalities into financial applications. Delivered SDKs with comprehensive documentation and sample codes for seamless developer integration.
- **Cardless EMI Platform:** Led the development of a scalable digital EMI platform, collaborating with multiple bank and fintech partners to offer embedded finance at various points of sale (POS). Ensured compliance with regulatory requirements while improving customer acquisition and retention.

- **Static Website for a Pharmaceutical Shop**Developed a fully functional static website to streamline customer orders and inquiries.
  Business Impact: Boosted customer engagement by 20%, improving order processing efficiency.
- **Static Website Portfolio for a Construction Company**Built a portfolio website to highlight the company's project portfolio, improving their digital presence.
  Business Impact: Led to a 15% increase in project inquiries, enhancing business growth.
- **Django-based House Rent Management System**Created a rental management system to automate rent collection and tenant management.
  Business Impact: Reduced manual work for property managers by 30%, improving operational efficiency.
- **Django-based Backend APIs for Cybersecurity Project**Managed a cybersecurity project that involved the development of APIs and code vulnerability scans.
  Business Impact: Improved security compliance and mitigated risks related to data breaches.
- **WhatsApp Chatbot for NEET Exam Preparation**Developed an AI-powered chatbot using Node.js and Next.js to provide students with interactive learning resources.
  Business Impact: Increased student engagement by 50%, offering scalable and cost-effective tutoring.
- **Telegram Web Chatbot for NEET Exam Preparation**Led the development of an AI-driven chatbot using the MERN stack for NEET preparation.
  Business Impact: Expanded the user base by 40%, driving better engagement with the education platform.
- **Web App for NEET Exam Preparation (Live AI Tutor)**Directed the development of a web app that provided real-time AI tutoring for NEET students.
  Business Impact: Increased retention rates and student success by 35%, offering a dynamic learning experience.

Technical Skills

- **Languages**: Python, JavaScript, C++, .NET
- **Frameworks**: React, Angular, Node.js, Django
- **Cloud Platforms**: AWS, Azure, GCP
- **Databases**: SQL (PostgreSQL, MySQL), NoSQL (MongoDB)
- **DevOps Tools**: Docker, Kubernetes, Jenkins, CI/CD Pipelines
- **Other**: Git, GitHub, Agile Methodologies, RESTful APIs, Cloud Deployment, Troubleshooting, Performance Optimization