Madhvendra Tiwari

Product Management @ AI and XR | IIT Jodhpur

I'm an experienced Product Manager specializing in AI and XR industries with a customer-centric approach. Currently, I'm a part of the Product team at needl.ai, where I am working on product management of a productivity app that leverages AI to manage unstructured data and boost productivity. My passion for these technologies and their potential in product development makes me a valuable asset to your team.

Contact

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Bangalore, India

Academic Credentials

2018
B.Tech | Mechanical Engineering
IIT Jodhpur

2014
Senior Secondary Education
SJBSVM Mathura

Online

2022
Technical Product Management
International Institute of Business Analysis™ (IIBA®)

2021
Digital Product Management: Modern Fundamentals
Coursera | University of Virginia

Certifications

Technical Product Management

A Design Thinking Approach to Putting the Customer First

Product Management: Building a Product Strategy

Business Development and B2B Sales for Startups - Sales valley by Patrick Dang

Product Management: Building a Product Roadmap

Experience

2022 - Present
Needl.ai | Bengaluru, India
Associate Product Manager | Needl.ai

- Define and measure product metrics to ensure success
- Oversee customer onboarding process and user journeys
- Write PRDs for new features
- Conduct user research to inform product decisions
- Create wireframes to enhance user experience
- Utilize data analytics to validate hypotheses
- Make informed decisions about the product

2021 - 2022
Vizara Technologies | Delhi, India
Product Manager

- Designed and developed XR-based products for consumers that contributed over 90% of the company's total revenue (8+ Products)
- Conducted extensive market research to ensure product feasibility and desirability
- Worked closely with development team to use Agile methods and ensure timely delivery
- Created a comprehensive business plan for subscription-based revenue generation
- Launched various B2C offerings with maximum impact and customer engagement
- Utilized product management skills to ideate and design cutting-edge products
- Contributed to the success of the company through strategic planning and execution of product launches.
- Created PRD and MRD of products/services along with its development plan

2021 - 2022
Vizara Technologies | Delhi, India
Business Development Manager

- Conducted extensive market research to identify potential areas for business expansion
- Built a strong network of contacts in national and international markets
- Successfully closed deals worth over 90% of overall revenue in the last ten months
- Achieved turnaround time of just 1.5 months for closing deals
- Created concept notes and proposals with budget and timeline estimates
- Maximized financial and tangible benefits for the company through proposals
- Played a critical role in generating new business opportunities for the company

Skills and Expertise

Product Management
- User Research and Personas
- Agile Development Methodologies
- Wireframing and Prototyping
- A/B Testing and Experimentation
- Data Analytics and Metrics Tracking
- Stakeholder Management & Communication
- Customer Acquisition and Retention
- Competitive Analysis and Benchmarking

Business and Strategy
- Business Acumen and Financial Planning
- Market Research and Analysis
- Product Strategy and Vision
- Roadmap Creation and Prioritization

Soft Skills
- Problem-Solving & Decision Making
- Leadership and Team Management
- Emotional Intelligence
- Adaptability/Flexibility
- Communication and Collaboration

Langauge and Tools

- C#, C++, Python, Matlab
- Cloud Computing and Rendering
- 2D and 3D tools - Autodeks, Blender
- Game Engine - Unity
- AI - Computer Vision, LLMs
- Design, Wireframe and Prototype - Figma, Whimsical, Canva
- Documentation - Notion, Latex, Linear
- Project Management - Jira, Trello
- CRM - Zoho CRM, Hubspot
- Analytics - Google Analytics, Mixpanel

2020-2021
Vizara Technologies | Delhi, India
Business Team Lead & Project Manager

- Successful in generating new business opportunities in AR/VR/MR and 3D printing
- Designed and implemented effective business plans and strategies
- Built strong relationships with clients, stakeholders, and influencers
- Managed business proposals and participated in new business negotiations
- Motivated and hired team members to build a highly efficient and productive team
- Proven leadership skills, strategic thinking, and ability to drive business growth

2018 - 2020
Vizara Technologies | Delhi, India
3D Printing Engineer

- 3D Printing Engineer with expertise in registering point clouds, post-processing, CAD modeling, and meshing
- Experience in developing and printing FDM models, maintaining and repairing 3D printers, and designing and fabricating monument replicas
- Led a team of 5 engineers to complete the largest 3D printed replica of UNESCO world heritage sites, displayed at National Museum, New Delhi and India Pavilion, Expo 2020 Dubai
- Recognized by Prime Minister Shri Narendra Modi and Minister of Commerce Shri Piyush Goyal for our work
- Managed B2C business, inventory, and launched products on Amazon and GeM

Portfolio

Current Product -

- An AI-assisted information hub to connect, curate, and collaborate with your preferred apps, and reliable information sources.- **http://app.needl.ai**

Past Products & Projects -

- Digital Museums - It's a web-based platform to access the museums in a more immersive and unique way - **https://digitalmuseum.rajasthan.gov.in/**

- E-Commerce of handicrafts in Metaverse (in 3D) **https://kalaanubhav.com/**

- Mixed Reality Installations for Museum with Projection mapping and IoT enabled

- Platform to host and stream Convocation/Events in 360 degrees with 3D avatars and in Mixed Reality mode

- AR enables 3D Printed exact replicas of heritage monuments

- VR walkthroughs – Intellectual Joinery in space and time of the monuments