

SAURAV JALUI

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PROFESSIONAL SUMMARY

Engineer-turned-Product Manager with 3 years of PM experience (APM → Senior TPM) and a Computer Science background. Currently lead product on a multi-sided EdTech platform serving 1,300+ daily active users and supporting ₹12 Cr+ in annual course revenue, with focus on platform extensibility, workflow systems, and 0-to-1 development.

WORK EXPERIENCE

Senior Technical Product Manager

April 2023 – Present

AP Guru | Mumbai, India | Associate PM → PM → Senior TPM

Reports to CEO

Sole PM owning a multi-sided EdTech platform (1,300+ DAU: 1,000+ students, 200+ teachers, 100+ admins) supporting ₹12 Cr+ in annual course revenue across SAT, ACT, AP, IB, IGCSE, A-Level, and competitive exams (AMC, TMUA, ESAT, HKIMO). Lead a team of 15 engineers, 1 designer, and 4 digital marketing fellows.

- Led platform expansion from a SAT/ACT-only system (2 courses) to a multi-exam platform supporting 10+ exam types and **300+ courses (150x catalog growth in 3 years)**; redesigned the core test data model from a fixed structure to a flexible schema supporting variable section configurations, mixed question types (MCQ + free-response), and scoring logic from structured (SAT) to multiplier-based (AP) and weighted (IB).
- Drove the **100% migration of scheduling, teacher availability, and student-hours tracking from Excel to the portal** for 200+ teachers and 100+ admins, including a timezone-aware scheduling system that lets admins enter sessions in IST while international students see localized times on their dashboards. Excel is no longer in use across the org.
- Designed role-based access control and multi-level approval workflows spanning student, teacher, admin, and ops personas, with audit trails and exception handling — replacing email-and-spreadsheet processes that had run the business for 5+ years.
- Owned product design for free-response question (FRQ) handling, including a **multi-modal answer ingestion system** (in-portal upload + WhatsApp submission via WATI), with adoption shifting steadily toward the portal as UX and ops workflows matured.
- Partnered with engineering on architecture and reliability calls as the platform scaled to 1,000+ unique daily student sessions; debugged and prioritized fixes for breakages introduced by rapid catalog expansion; weighed in on tradeoffs across monolith vs. service-per-exam, integration design (SendGrid for email, WATI for WhatsApp), and notification architecture.
- Wrote PRDs with user flows, edge cases, and acceptance criteria; ran Agile sprints, backlog grooming, and engineering reviews; managed stakeholder alignment with 2 founders and 7+ operational leads; conducted 50+ user interviews and built Airtable dashboards / used Microsoft Clarity for session analytics to track activation and prioritize the roadmap.

Content Writer

September 2022 – March 2023

Maitra Creative Marketing Agency | Mumbai, India

- Held content mandates for two beauty brands and one personal brand, covering strategy, campaign briefs, web copy, and blog content across multiple websites.
- Brought Guinness World Records on as a client by identifying an unoccupied category, leading outreach, and seeing the submission through to a certified world record.

Web Developer (Freelance)

May 2020 – September 2022

Techsrow (formerly FossTech India) | Mumbai, India

- Delivered six client web projects end-to-end with 100% on-time completion; cut average page load times by ~3 seconds through front-end performance work.
- Reviewed code commits, mentored three junior engineers, and interviewed candidates for intern and full-time engineering positions.

Business Associate

June 2019 – May 2020

Ulatas (Crimson Interactive) | Mumbai, India

- Managed client relationships and day-to-day communication for a translation services platform; carried out business testing for the internal tech team, flagging bugs and validating flows before each release — first exposure to product QA and release management.

SKILLS

Product Management: Product Strategy, PRD Writing, 0-to-1 Development, User Research, JTBD, Agile/Scrum, Roadmapping, Release Management, Stakeholder Management

Technical: System Design Fundamentals, REST APIs, RBAC, Data Modeling, Multi-tenant Architecture, Integration Design (SendGrid, WATI), HTML/CSS/JavaScript, Code Review

Analytics & Tooling: Airtable Dashboards, Microsoft Clarity, Product Analytics, A/B Testing, Figma, UX Design, Prototyping, User Flow Mapping

EDUCATION

Bachelor of Science in Information Technology (BScIT) — St. Andrews College, University of Mumbai | CGPA: 8.68/10 | Late Res Pinto Scholarship (Sem V & VI) 2016 – 2019