

Komal Kumari

Product Manager | Fintech & Growth | 0 to 1 Products, Monetization & Experimentation
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PROFESSIONAL SUMMARY

Product Manager with 3.5+ years across product strategy, customer discovery, growth and delivery. Independently proposed and scoped an internal CRM, owned V1 prioritization and cross-functional execution, and drove measurable funnel and finance workflow improvements. Experienced in 0-to-1 launches, pricing research, SQL-based analysis, user research, experimentation and post-launch iteration.

EXPERIENCE

Independent Product & GTM Consultant | Early-Stage Tech & AI Products Mar 2026 – Oct 2026

- Led Shyne, a consumer wellness app, from 16 user interviews to a three-feature MVP and Play Store launch in ~4 months; reached ~160 downloads, 120 registrations and 100 onboarding completions.
- Used Mixpanel feature-usage patterns and qualitative feedback to refine cycle-day flexibility and add manual mood journaling; advised two other early-stage AI products on segmentation, UX and validation.

QuantumLeap Learning Solutions Pvt. Ltd. | Bengaluru Jan 2025 – Feb 2026

Product Manager | CRM, Payments & Revenue Systems

- Product ownership:** Proposed the CRM, mapped cross-functional operations and independently owned V1 scope, feature decisions and trade-offs within approved budget and timeline. Prioritized ~25 requirements for 28 internal users.
- Prioritization & execution:** Deferred AI integration to protect cost and the **90-day V1 deadline**; partnered with design and engineering on lead lifecycle, roles, attribution, payments and dashboards. Led UAT and rollout; retired spreadsheets within ~5 weeks.
- Funnel analytics:** Used SQL and funnel analysis to isolate booked-call no-shows; introduced qualification, pre-sales calls and automated reminders. Attendance improved from **65/100 to 92/100** booked calls across before/after periods (no control group).
- Conversion & collections:** Lead-to-sale conversion increased from **16% to 26%** across observed monthly cohorts after CRM and follow-up changes. Defined credit pre-qualification, lender handoffs and repayment states; cash collected increased from ~35% to ~70% of contract value alongside financing and follow-up changes.
- Financial workflows & AI:** Specified GST/TDS-aware invoicing and finance handoffs, reducing turnaround from **~7 days to 1 day**. Subsequently introduced OpenAI-assisted lead scoring and pre-call guidance using a 14-question intake and ~1,000 historical transcripts.

QuantumLeap Learning Solutions Pvt. Ltd. | Bengaluru Jan 2024 – Dec 2024

Product Owner | 0 to 1 Product & Monetization

- Synthesized ~60 prospect conversations to identify a scope-price mismatch in an Rs.8–12L flagship; shaped a focused **Rs.3L** offer for smaller service businesses. Evaluated willingness to pay, alternatives and delivery costs; acquired ~30 paid pilots in 45 days and scaled to **~10 monthly sales (Rs.30L/month)**.
- Selected an off-the-shelf LMS over a custom build to validate demand with limited engineering investment; considered segment fit and cannibalization when packaging the offer.

QuantumLeap Learning Solutions Pvt. Ltd. | Bengaluru Jan 2023 – Dec 2023

Project Manager | Customer Discovery & Funnel Operations

- Coordinated customer purchase journeys and surfaced recurring objections, affordability constraints and decision friction that informed later CRM, qualification and monetization workflows.

SELECTED PRODUCT PROJECTS

Google Photos Retrieval | Research & Solution Validation | [Link](#) 2026

- Analyzed 10,641 public documents to identify retrieval-friction patterns; combined 31 survey responses and six interviews to prioritize an AI-assisted recovery flow. In seeded-set testing, 3/3 target users recovered their intended photo.

Myntra Wishlist Conversion | Growth Discovery + MVP | [Link](#) 2026

- Analyzed 2,055 public conversations, 20 survey responses and six interviews; prototyped an AI-assisted comparison flow and defined purchase-conversion, decision-speed and quality guardrails.

Blinkit Category Discovery | AI Research + Growth Strategy | [Link](#) 2026

- Analyzed 3,098+ customer conversations; revised the initial hypothesis toward contextual discovery and defined trial, repeat, GMV and checkout guardrails.

CERTIFICATIONS

NextLeap Product Management Fellowship: Apr 2026 – Sep 2026

SKILLS & EDUCATION

Product: Product strategy, customer discovery, prioritization, PRDs, user stories, roadmaps, functional specs, acceptance criteria, stakeholder management, UAT, GTM

Agile & Delivery: Cross-functional execution, Agile/Scrum, Jira, release planning, rollout

Data & Analytics: SQL, Mixpanel, Google Analytics, funnel analysis, experiment design, KPIs, Excel/Sheets

Fintech & Finance: Payments, credit pre-qualification, collections, lender workflows, GST/TDS invoicing

Tools: Figma, Balsamiq, OpenAI API, Claude Code, Codex

Education: B.A. (Hons.), English | M.N.D. College | 2019–2022