

# Piyush Bhagwat Funde

✉ piyushfunde5@gmail.com 📞 7057311166 🌐 www.linkedin.com/in/piyush-funde 🌐 piyushfunde.com

## FULL-TIME WORK EXPERIENCE

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**Fresh Leap** (Sugarcane Harvesting Startup) - Owner / Operator **Jan 2025 - Mar 2026**

- Hired and managed a 7-person operations team across dual 12-hour shifts, a practice not standard in the industry, increasing throughput and machine utilisation by **70%** compared to competitors within **2 months** of operation
- Managed harvest and logistics for **more than 1000** farmers by onboarding 30+ transport partners and negotiating supply agreements with 5 factories, accounting for over **10% of input supply** for one of the factories
- Used **data to optimise** area selection and harvest routing, **reducing machine idle** time by improving transport vehicle turnaround time both at the farm site and factory gates

**Yes Bank Ltd.** - Product Manager **Jun 2024 - Jan 2025**

- Managed two fintech partnership projects, overseeing full **API/SDK integration** of Yes Bank's digital savings onboarding stack with fintech partners at the bank's end
- Collaborated cross-functionally with **Legal, Compliance, IT, Risk, Marketing and Engineering** teams to drive integrations to live with zero compliance breaches
- Developed and executed **GTM and acquisition strategies**, leading to a **15%** improvement in customer acquisition rates
- **Saved Rs. 5L+ monthly** by analyzing partner payouts and implementing onboarding filters to screen low-value leads

**Axis Bank Ltd.** - Product Owner **Jul 2022 - Feb 2024**

- Reduced **D2C customer acquisition costs** by 80% by designing and executing targeted referral programme
- Implemented **fraud prevention Machine Learning model**, reducing fraudulent savings accounts from **3.7% to 1.5%**
- Built **cross-sell journeys** to drive engagement and make the digital savings account the customer's primary account
- Launched streamlined **3-step onboarding** for existing customers, simplifying cross-sell and reducing onboarding friction
- Conducted **sprint planning**, prioritized **backlog**, and managed **BAU** escalations via **JIRA**, ensuring seamless operations
- Created detailed **front-end and back-end** user journey diagrams to visualize workflows, enhance user experience, and streamline development
- Wrote **user stories**, prepared **wireframes**, reviewed **UI designs**, groomed the dev team, and oversaw development
- Conducted **QA testing** and carried out post-launch **performance analysis** to ensure product quality and stability

## INTERNSHIPS

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**InMobi** - Business Analyst Intern **Jan 2022 - Jun 2022**

- Built **dashboards** to identify **cross-sell opportunities**, enabling **data-driven decisions** and unlocking new revenue streams

**WareIQ** - Product Management Intern **Dec 2021 - May 2022**

- Revamped **website FAQ** reducing support calls by **50%** and led **WareIQ App Store** development boosting revenue by **15%**

**Airmeet Inc.** - Growth Intern **Jul 2021 - Dec 2021**

- Led targeted **outbound sales campaigns** for Europe and Middle-East regions, generating **USD 10,000** in new revenue

## EDUCATION

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**Birla Institute of Technology and Science, Pilani (BITS Pilani)** **Aug 2017 - Jun 2022**

Bachelor of Engineering and Master of Science

## SKILLS

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**Hard Skills:** MS Excel, SQL, Tableau/Power BI, Figma, Stitch/Claude Design, Vibe Coding, Prototyping using Claude Code/Antigravity, Supabase, Agile, User Research, Backlog Prioritisation, Product Lifecycle, A/B Testing, Workflow Automation

**Soft Skills:** Stakeholder Management, Cross-Functional Collaboration, Prioritisation & Trade-Off Management, Design Thinking, Trade-Off Analysis, End-to-End Ownership, Strategic Thinking, Problem Solving

## PROJECTS

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- **TripSync** - Built and shipped a mobile-first group travel app **replacing the WhatsApp + Sheets + Splitwise stack**, from PRD to deployment, backed by 16 user interviews across 6 cities
- **Sub Smart** - Built & shipped a zero-friction subscription audit tool that surfaces **wasted spend on subscriptions** in 90 sec
- **PMpath** - Built & shipped an **LLM-powered Product Management readiness** platform that assesses skill gaps and generates personalised learning paths
- **DealPilot** - Built and shipped an **AI-native CRM prototype** for solo founders managing deals across WhatsApp, Gmail, and phone, with voice-note-to-CRM and auto stage movement

## CERTIFICATIONS

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Rethink Systems' Mastering AI Product Management by Shravan Tickoo, NextLeap PM Fellowship