G. PAVAN KUMAR

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PROFESSIONAL SUMMARY

MBA Technology Management student and early-stage founder with 3 months of hands-on Product Management internship experience. Skilled in customer discovery, PRDs, user stories, MVP scoping, competitor analysis and cross-functional coordination with founders and developers. Built and shipped an AI voice agent end to end. Seeking a hybrid Product Management Intern role at a fast-moving startup.

INTERNSHIPS

Product Management Intern | Problem Solving and Co. — Aug 2026 – Nov 2026

- Led market analysis and benchmarked 4–6 competing and adjacent brands for RoleStory, a merchandise brand for working professionals; identified the top 10 interested professional roles for each of 5 product categories and the white-space opportunities that shaped product direction.
- Interviewed 25 working professionals for customer discovery and concept validation; turned their feedback into refinements of merchandise designs and product categories.
- Defined website requirements, UI/UX expectations and MVP feature priorities, shared them with developers, and tested the implemented website functionality before release.
- Structured the product catalogue and SKU plan across 5 product types (t-shirts, hoodies, tote bags, fridge magnets, coffee mugs) and analyzed pricing and margin trade-offs; partnered with founders and cross-functional stakeholders on launch and marketing planning.

Embedded Systems Intern | L&T Edutech — Jun – Jul 2024

Telecom Intern | BSNL, Visakhapatnam — Jun – Jul 2023

PROJECTS & STARTUP EXPERIENCE

QlickShoot – Founder & Product Lead | Innovation Lab, IPL Aug 2025 – Aug 2026

- Wrote PRDs and user stories for a 3-tier on-demand creator booking platform; mapped end-to-end user flows for both customer and creator sides.
- Conducted 20+ customer interviews and synthesized recurring pain points into product requirements and a 70/30 creator-first revenue model.
- Pitched to Product Managers at Google and Amazon; selected Top 3 out of 36 startup ideas at the IPL Innovation Lab.

AI Voice Agent for Hospital Appointment Scheduling | Independent Project — 2026

- Designed and built a conversational voice agent using Vapi AI that lets patients book appointments and get doctor details (specialization, availability, consultation info), removing the need for manual front-desk calls.
- Integrated Google Calendar for real-time slot booking and WhatsApp for automated confirmations and reminders, creating an end-to-end flow from voice call to confirmed booking.

E-Commerce UX & Competitor Analysis | IPL Coursework — 2025

- Analyzed checkout flows, product discovery and engagement strategies across Amazon, Myntra and Flipkart; identified high-impact UX gaps and recommended conversion improvements.
- Applied findings to a Myntra case study that surfaced a structural profitability risk: advertising revenue was masking an underlying net loss in FY25.

EDUCATION

MBA – Technology Management, Institute of Product Leadership, Bangalore — 2025 – 2027

B.Tech – Electronics & Communication Engineering,
Dr. Lankapalli Bullayya College of Engineering, Visakhapatnam — 2022 – 2025 | CGPA: 8.2

Diploma – Electronics & Communication Engineering,
Dhanekula Institute of Engineering & Technology, Vijayawada — 2019 – 2022 | 85%

SKILLS

Product Management: PRD Writing, User Stories, User Flow Mapping, Customer Discovery, Market Research, Competitor Analysis, Product Strategy, Roadmapping, Requirement Gathering, MVP Definition, Feature Prioritization, Go-to-Market (GTM), Agile & Scrum, Business Model Canvas

Analytics & Research: Product Analytics, UX Analysis, User Journey Mapping, Root Cause Analysis, A/B Testing, Google Analytics (Basic), Mixpanel (Basic), SQL (Basic)

Tools & AI: Jira, Notion, Excel, PowerPoint, Canva, Figma (Basic), Power BI (Basic), Vapi AI, Claude, ChatGPT, Gemini

CERTIFICATIONS & ACHIEVEMENTS

- Product Management Fundamentals – Institute of Product Leadership
- Value Proposition Design – Institute of Product Leadership
- Get started with Microsoft Data Analytics – Microsoft Learn (Sep 2026)
- Get started building with Power BI – Microsoft Learn (Sep 2026)
- Elements of AI – University of Helsinki
- Communication Skills & Presentation – TCS iON
- IEEE Student Member | Technical Project Expo Participant – Dr. Lankapalli Bullayya College