

KASHISH ARORA

Product Manager

e: arora.kashish04@gmail.com

p: +91-9050078875

Gurugram

[LinkedIn](#)

SUMMARY

Senior Product Manager specialising in AI-native platforms and LLM-powered workflows, with ~7 years building 0→1 and scaled products across healthtech, fintech, and marketplaces. Shipped automation systems that delivered 3X agent throughput and ₹10 Cr (~\$1.2M) revenue within 12 months. Combines deep PM rigour - roadmapping, OKRs, cross-functional leadership - with hands-on AI prototyping using Claude, Figma MCP, and vibe-coding to ship independently and fast.

EXPERIENCE

Senior Product Manager

Oct 2025 - Present

Loop Health

- Defined the end-to-end product vision and roadmap for Genome, an internal insurance engine handling 2,500–3,000 cases/month - aligning cross-functional leadership on OKRs, platform priorities, and automation milestones
- Engineered an end-to-end insurer API automation pipeline from internal endorsement data to carrier-ready submissions - improving endorsement/agent throughput by 3X
- Built automated insurer-format generation pipelines, transforming internal endorsement data into carrier-ready submissions and reducing processing time per endorsement by ~40%
- Shipped Endorsement Copies on the HR Dashboard, giving HR teams self-serve document access, which reduced CSM support requests by 30% and cut operational load without additional headcount
- Independently prototyped and shipped a production fix using Claude + Figma MCP, bypassing engineering dependency

Senior Product Manager

Jun 2023 - Oct 2025

Oxyzo Financial Services Limited (OfBusiness Group)

- Owned roadmap & backlog (~300 user stories in JIRA) for an in-house collections portal used by 1,500 agents; delivered ₹60 L OPEX savings and ~15 % liquidity lift
- Led discovery with Flipkart Marketplace, shipping an embedded Working Capital product that generated ₹10 Cr revenue in 12 months while meeting DPDP & RBI guidelines
- Automated IVR & ticketing workflows with cloud-telecom stack; cut support OPEX 70% & reduced average TAT to <36h
- Led Oxyzo's narrative change; introduced Gen AI-driven p-SEO; revamped 100+ blog pages, resulting in 4X traffic
- A/B tested UI modules to improve the loan application triggers by +33% and loan applications by 10%

Product Manager I

Jan 2021 - May 2023

Meesho

- Scaled web platform to Tier-3+ users: +6% new user acquisition (5M base) and 2.5% order uplift (2M orders)
- Shipped *Product Recommendations* module → 5% conversion lift and +10s avg. session time
- Grew app adoption 8% via segmentation and CRM nudges; instrumented Mixpanel dashboards for funnel drop-offs
- Partnered with Google; doubled Core Web Vitals scores and drove 10% organic traffic gain

Product Analyst

Jan 2019 - Jan 2021

Zomato

- Delivered ₹20 M cost savings through menu-ops optimisation; and consulting brands on new geography and dish recommendations
- Ran 10+ national discount campaigns via user segmentation, driving 5% incremental GMV
- Launched Online Ordering in Turkey; doubled restaurant acquisition rate in 6 months and hit break-even three months ahead of plan.
- Ideated new ad-placement real-estate; ran multivariate tests across 10 M DAU and lifted Ads revenue 5 %

Analyst

Oct 2017 - Dec 2018

Institute For Competitiveness, India (Harvard Business School)

- Revamped Tableau pipeline, shrinking report cycle time 40% for flagship Liveability & Competitiveness indices
- Led health-metrics pod & published infant mortality, fertility rate, and public-health spend vs GDP correlations
- Published op-ed *How Blockchain Will Fundamentally Change Our Lives* (bit.ly/2KZn7Ks), spotlighting patient-centric medical-record exchange
- Built evidence deck that secured USD 50K sponsorship for Porter Prize (India's top competitiveness summit)

AI-POWERED BUILDS

[Family EMR](#)

- Identified a gap in personal health data continuity and independently shipped a Flutter + GCP app, converting 300+ handwritten oncology records into structured Electronic Medical Records (EMRs) - owning the full product lifecycle
- Applied OCR and LLM-based summarisation to convert abstract prescription notes into a structured format
- Reduced physician prep time by 87% (15 min → 2 min), demonstrating real-world clinical workflow automation impact at the point of care

SKILLS

- **Product & platform:** Product Strategy & Roadmapping, Product Vision & OKR/KPI Definition, Discovery & User Research, Go-to-market Strategy, Platform Products & Internal Tools, 0→1 & 1→N Product Development, Stakeholder & Cross-functional Leadership
- **Delivery & AI prototyping:** Agile & Scrum, Sprint Planning & Backlog Management, AI-Assisted Product Development, LLM Workflow Design & Automation, Rapid Prototyping (Claude, ChatGPT), Vibe Coding & AI-first Problem Solving, Prompting & Structured Output Design
- **Data & Growth:** Product Analytics & Experimentation, A/B Testing & Funnel Optimisation, SEO & Product-led Growth, Customer Journey Mapping, Data-driven Decision Making
- **Technical & tools:** API Integrations, SQL & Data Analysis, Figma (Prototyping & MCP Workflows), Mixpanel, Analytics & Experimentation Tools, JIRA & Agile Tooling

EDUCATION

Post Graduate Diploma in Healthcare Product Development and Management Indian Institute of Technology, Delhi	Jul 2025 - Aug 2026
Pre-MBA Credentials of Readiness <i>Accounting, Business Analytics, & Economics</i> Harvard Business School Online	Nov 2020 - Feb 2021
Bachelor Of Science - Computer Science GPA : 8 Hansraj College, Delhi University	May 2014 - Jun 2017