

Ashish Alavekar

XpressBees (Logistics Startup) | Process & Product | Masters Union (PM: 2022 – 23)

WORK EXPERIENCE				
Product	XpressBees		Mar'22 – till date (33 months)	
Responsibilities	<ul style="list-style-type: none">Responsible for preparing Product backlog by gathering requirement from business stakeholders and prioritizing it by analyzing the business & Tech Impact.Created a Product road map for trans-formative initiatives across XBDesigned & Launched 0 to 1 prepaid product as an APM -Air Cargo vertical in 30+ location for 250+ users IndiaAcquisition Lead for Trackon, I successfully integrated the company into XB ecosystem while preserving brand identity. Seamlessly integrated both networks, overcoming Ops and sales constraints, benefiting over 2K users.Breach product resulting in real time tracking of failure resulting in adoption of 3k+ operation users across India.Wrote ML code (Dijkstra) on pandas for predication of shortest path for shipments in current XB network.Customize seller portal -Understood users needs: Portal helped seller in order orchestration,tracking and dashboard which helps plan his activities accurately. Launched portal for 300+ sellers with 200/day transactions.			
Business Impact	<ul style="list-style-type: none">Breach product helped increased On Time performance from 75% to 88%(resulted: Increase high yield customer)Successfully launched Air Cargo Wallet MVP & Product with MVP revenue (20lac/mon.) and current(1.2Cr/mon.)Successfully acquired Trackon leading to revenue 62lac/mon. with a potential 2.5Cr through network expansionCustomize seller portal launched & scaled up to 300+ seller leading 2Cr/month revenue with scope of 4Cr/month			
Awards & Recognition	<ul style="list-style-type: none">Received ‘Above & Beyond Award’ for exceptional performance across organization. (Trackon Acquisition lead)Received 10+ appreciation mails from Business Stakeholders (CBO,COO,VP ops B2B and VP ops Mid Mile)			
Senior Engineer	Larsen& Tourbo		Oct'20– Mar'22	
Responsibilities	<ul style="list-style-type: none">Responsible for leading Benchmark initiative across 03 Loc for 5k+ employees- Accessing new improvement productivity benchmark and implemented across organization. (Through studying the gap and Designing SOP)Responsible for leading TPM (Total Productive Maintenance) for critical 30 machines (Define the throughput)			
Business Impact	<ul style="list-style-type: none">Implemented new benchmark metric across organization which helped reduce welding cycle time by ~20%Developed TPM module for real time visibility of performance helped critical machine performance inc. 12%			
Awards	<ul style="list-style-type: none">Completed GET trainee training program within 06months and with 85%+ rating across all training module			
KEY PRODUCT INITIATIVES				
Air Cargo Wallet (0 to1 Business& Prod. Dev.)	<ul style="list-style-type: none">Conceptualizing and ideation: Responsible for understanding the user's needs and did market research with concept validation and provided a product roadmap to the business head. Provided End to End users flow & Process flow (PRD)MVP: Formulated the requirement document along with wire-frames(figma),use cases, user flows & proof of completion statements in PRD. Modules developed are:Customer onboarding, Rate Engine ,Rate calc. Shipment booking and Wallet.Launch:MVP for the first month and was able to generate 20lac revenue with a 30% M-O-M revenue growth projection (Closing last month at 1.2Cr).Have started to onboard customers from the electronics, agriculture & Defence sectors			
Breach Dashboard	<ul style="list-style-type: none">Led the conceptualization of a proactive shipment failure tracking solution to identify process-level failures early and provide actionable metrics for operational teams to prevent customer service impact.Designed and launched a monitoring system for 2.1M+ transaction, defining failure-detection logic, system parameters, and dashboards for real-time alerts and retro analysis; designed user workflows and UI in Figma			
Trackon Acquisition	<ul style="list-style-type: none">Ideation & Impact : Analyzed the impact according to Ops, Tech & network constraints of both organizations. Tech Dev & integration(05weeks) with ground implementation (03months) that is leading to 62lac/mon revenue.PRD: Formulated a comprehensive requirement document outlining the developments and integration plan. Designed the API manifestation changes,User flows & Process flows, UI changes (wireframes) at XB end			
Promise Engine	<ul style="list-style-type: none">Algorithm logic: Designed prediction model using Dijkstra algorithm in python for bags and shipments landing view across organization. Considered each process of shipment life-cycle to calc. TAT for 10lac+ lanes and reduce TAT on 2lac+ lanes.BRD: Algorithm shared with tech for real time prediction of shipment which will help in network optimization.Tech: Co-elaborated with tech for high level system design by making this algorithm as service using neo.4js database.			
Entrepreneurship				
Entrepreneurship (DGC Auto parts Distributor)	<ul style="list-style-type: none">Estimated TAM and SAM of the western Maharashtra region for fiber auto parts through primary & secondary research.Onboarded 50+ new clients in the western maharashtra region to grow business from INR 10k/month to INR 2lac/month in sales within a span of 2yrs. Started 02 new lines of Auto products which helped increase the reach & retention of client.On-boarded multiple vendors helped reduce Inventory cycle from 45 days to 30 days that resulted in increased cash flow			
LMS (Children NGO)	<ul style="list-style-type: none">Developed modules -Profile base login, Admissions, Exam,Timetable, Holiday & Attendance, Donation tracking.Each module created by understanding users need, creating personas, user flow and mockups (figma)LMS has helped the admin team to reduce workload by 30% and improved Teacher Student engagement 25%			
ACADAMICS & CERTIFICATIONS				
Degree	Institute	% / CGPA	Achievements	Year
B.Tech. (Mech.)	College of Engineering, Pune (C.O.E.P.)	8.32/10	- Presented research paper on “ Hybrid Journal bearing ” at Bosch (Among the top 5 papers in India)	2020
Class XII	Vivekananda College	91.8%	- JEE Mains examination with overall 99+(perce.) -Ranked in the top 0.01% among 2,09,000+ candidates	2016
Certifications	<ul style="list-style-type: none">Successfully completed Product Management Master camp offered by Masters UnionCompleted Global Consulting Programme by Blue Chapter(Formulated strategy for Italian Marketing firm)			2023 2022
EXTRA CURRICULAR ACHIEVEMENTS				
Tools	Python pandas(Inter);Jira (Inter);Figma (Adva.); MySQL (Beg.); MS office (Adva.) ;Wix(Beg.);Balsamiq(Beg); Mural(Beg)			
Personal	Love to write blogs on product teardown, management, education, and personal experiences Enjoy Swimming.			