

SHIRISH KADAM

Product Management | Product led growth



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Bangalore, India



Product Manager

LeadSquared | No-Code Tool | Edu-Tech

March 2021 - Present

Bangalore, IN

Led early product growth to **\$20K+ MRR** in 2 quarters
Reduced delivery TAT by 70% by eliminating the skill barrier
Reduced user on-boarding drop-offs by 25%
Delivering a consistent **40%+ conversion rate**

Reaching product-market fit

Discovering un-fair advantages in emerging markets to reach a product market fit and defining roadmap to increase market share and adoption

20% month over month growth rate

Reduce web on-boarding drop-offs

Identifying on-boarding deterrence points and introducing frictionless on-boarding

40% reduction in user on-boarding drop-offs

Improve web conversion rate

Introducing user delight points in conversion journey

25% increase in from submissions

Leading new product initiative

New product initiative to drive adoption in digital marketing.
No-code tool to capture leads from any third party web app



University of Pune

June 2017

BE Computer Engineer

First Class with Distinction (70%)

Built 2 Android apps with 4.5 rating



Design Thinking Strategy & Roadmap
User Research User Empathy & Delight
Gamification Behavioral Economics
JIRA Figma



Data Analytics REST API SQL
Android Python



Open Source Contributor

Contributions to pandas, spaCy, etc

slice - Exceptional Dev (Q3 2019)

Building an NLP attendance bot

Smart India Hackathon (2017)

Grand Finalist of 36hrs product hackathon

Code Vita V - Top 5% (2016)

Competitive programming all India rank 2033



"A Cognitive approach in Question Answering System"

International Journal of Electrical and Computer Engineering (IJECE)



Screenplay Writer Classical Guitarist
Blogging Swimming Trekking



Co-Founder - Product Owner

ShoutNow | Data Analytics

Aug 2019 - Dec 2020

Bangalore, IN

Led an organic growth of **10K+ app installs**
Community of artists, creators with **2K+ monthly active users**
Consistent 20% DAU/WAU and **27% WAU/MAU**
A **4.2 rating** on Google PlayStore



Backend Developer

slice (formerly SlicePay) | Fin-Tech

July 2017 - July 2019

Bangalore, IN

Data Engineering and Machine Learning
Building risk models for fin-tech loan applications
Risk assesment TAT reduced by 3x with automation