

Daksh Godara

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EXPERIENCE

• INDMoney - FinTech

Product Manager (Full-time)

Jun 2023 - present

- Leading multiple 0→1 products across Insurance, Wealth & AI at scale. Managing team of 5+(developers, designer, APM and interns). Products impacted 4M+ users with 1Cr+ MRR influenced and 1.3× ARPU lift.
- **Term Life Insurance:** Built 3rd largest digital aggregator by revenue in India. Integrated ICICI Prudential, Bajaj Life, Tata AIA, Axis Max Life. Achieved highest funnel conversions in India. End-to-end CRM supporting 50+ sales agents with 30% increase in call connectivity via auto-dialer. Increased ATV by introducing Riders/Addons.
- **INDwheels (Vehicle Tracking + Motor Insurance):** Built vehicle garage to track 1M+ active vehicles, monitor current value, insurance, PUC, FASTag and challans. Launched motor insurance aggregation with Tata, ICICI Lombard, GoDigit, Kotak. Achieved industry-leading conversion rates for Motor Insurance.
- **AI Chatbot (RAG-based):** Built an AI chatbot to help users with life insurance application and service queries. Bot capable of family cover recommendation, plan comparisons, policy wordings explanation and FAQs. Increased DIY conversions and achieved 20% reduction in support queries.
- **Financial Goals Feature:** Built goal-based investing feature enabling users to define financial goals (retirement, wealth creation, home, others), map time horizon and invest in multiple asset classes. Resulted in higher long-term retention, increased SIP adoption and improved AUM per user.
- **Priority Circle (Premium Product):** Built member-only experience for UHNI users with Private Banker assignment, appointment booking and financial planning journeys across app + CRM. Achieved 2.5× higher ARPU vs regular users.

• Monster.com (foundit) - Software Development

Product Quality Intern (Full-time)

April 2023 - May 2023

- Managed testing workflows and quality assurance processes. Utilized SQL and Grafana for data analysis and monitoring. Conducted manual and API testing. Tracked and managed bugs using JIRA. Collaborated with product and engineering teams.

• NioClass - EdTech

Product Intern (Full-time)

Feb 2023 - March 2023

- Launched a math practice module for the edtech platform. Used OpenAI APIs for Q&A generation, QA and difficulty calibration. Contributed to product feature development and user research.

• Physics Wallah - EdTech

Product Quality Intern (Full-time)

Jun 2022 - Aug 2022

- Product quality validation at India's leading edtech unicorn. Ensured quality of educational content by conducting rigorous checks. Collaborated with top educators to gather feedback and implemented enhancements. Worked on improving user experience and platform quality.

• Multidisciplinary Centre for Geoinformatics (MCG), DTU - Research

Research Intern (Full-time)

July 2020 - Aug 2020

- Worked on image processing and computer vision for remote sensing data. Advanced image processing on geospatial imagery using Object-based image analysis (OBIA). Implemented land use mapping using ENVI (Environment for Visualising Images) software.

• 8Bins - Waste Management Services

Co-Founder

Aug 2020 - Dec 2022

- Conceptualised and developed an IoT-enabled smart waste management system utilizing SmartBins and advanced computer vision technology for waste classification. Designed robust business model and go-to-market strategy. Top 12 placement in NASSCOM CienaHack 2020. Received mentorship from PadUp Ventures.

SKILLS SUMMARY

- Product Strategy | System Design | APIs & Integrations | LLM-powered Products | RAG Systems | Workflows
- Python | SQL | C++ | C | Django | Git
- Balsamiq | Jira | Figma | Mixpanel | Grafana | New Relic | Excel | AWS | GCP | Firebase | Postman

EDUCATION

- **Netaji Subhash Institute of Technology (NSIT) Delhi** New Delhi, India
Bachelor of Technology - Electrical Engineering | CGPA: 7.3 *July 2019 - June 2023*
Relevant Courses: Computer Programming | Operating Systems | Data Structures and Algorithms | Neural Networks and Fuzzy Logic applications | Database Management System | Signals and Systems | Digital Circuits and Systems | Microprocessor based System Design | Control Systems | Financial Literacy | Innovation, Business Models and Entrepreneurship | Business Statistics | Public Speaking
- **Heera Lal Public School (CBSE)** New Delhi, India
Class XII - Non-Medical | Percentage: 78% *April 2017 - March 2018*
- **O. P. Jindal Modern School (CBSE)** Hisar, Haryana, India
Class X | CGPA: 9.20 *April 2015 - March 2016*

PROJECTS

- **Stock Monitoring Platform:** A real-time financial dashboard for monitoring stock prices from major companies with live updates and portfolio management features, utilizing Celery for task execution, Redis as a broker and result backend, and Django Channels for WebSocket communication.
- **LiveCodeCoLab:** A real-time code collaboration tool built using React, Node.js and Express.js. Features real-time, bidirectional communication via socket.io, allowing multiple users to concurrently edit code with live synchronization. Integrated CodeMirror.
- **Khadi Attire:** A Django-built full-stack eCommerce platform with UI designed using Bootstrap. Integrated with PayPal for secure transactions. Features user authentication, shopping cart, user dashboard, inventory management, rating and review system.
- **Video Streaming:** A real-time, peer-to-peer video chat application using Django, WebRTC for direct browser-to-browser communication, and managing user connectivity and messaging via a WebSocket server using Django Channels.
- **Chatter:** An Android-based social networking app built using Kotlin and Firebase for user authentication, real-time messaging and cloud storage for user-generated content. Used MySQL for structured data storage and PHP for server-side operations.
- **Number Plate Detector:** Computer vision web application for automatic license plate detection and recognition using OpenCV and machine learning algorithms.

RESEARCH PROJECTS

- **Battery SOC Estimation:** Extensively conducted research on battery State of Charge (SoC) estimation using the Extended Kalman Filter method. Developed battery models and implemented EKF algorithms in MATLAB/Simulink and Python. Successfully improved estimation accuracy through data acquisition and real-time testing using LabVIEW. This work has significant implications for the development and optimization of battery management systems in electric vehicles and renewable energy storage.
- **FOC Control of IM based WPS:** Developed of an adaptive solar-powered water pumping system, specifically engineered for off-grid and remote areas. Implementing advanced motor control technique, Field-Oriented Control (FOC) and Space Vector Pulse Width Modulation (SVPWM), Ensured precise control of the motor's speed and torque. To optimize power, integrated P&O Maximum Power Point Tracking (MPPT) algorithm, enhancing power extraction from the pv array in response to environmental changes. Utilized MATLAB/Simulink to conduct comprehensive system simulation and analysis, which affirmed the effective control of motor speed, consistent pump performance and high system efficiency.

ACHIEVEMENTS

- Secured 2nd rank in Happiest Minds's Full Stack Developer Hackathon among 2000+ developers.
- Represented Hisar district at SFI (Swimming Federation of India) State-Level Competition. Total 20+ medals.
- JEE Advanced AIR: 13,900 (Top 1%)
- JEE Mains %ile: 98%ile overall (99.98%ile in Mathematics - Top 100 in country)
- National Cadet Corp (NCC) Air Force cadet (A certified)

POSITIONS HELD

- **Electronics Engineer, Team Kalpana**
Design and development of a Nano-Satellite project. Led a team in selecting and integrating sensors for UAV.
- **Mechatronics Engineer, Ares Robotics**
Contributed to 6-dof robotic arm design and development for Mars Exploration Rover (MER).
- **Executive Member, Engifest DTU**
Secured partnerships with game and sports event organizers. Negotiated terms. Assisted in event publicity.