

NIHAR SAWANT

Product Leader

I believe in building long-lasting and innovative products focused on profitability.

EXPERIENCE

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|----------------------|----------|
| Overall | 9+ years |
| Product Management | 7+ years |
| Software Development | 4+ years |
| UX Design | 2+ years |

TOOLS

BI & Data Analysis

Mixpanel, Google Analytics, CleverTap, Redash, Metabase, Google Data Studio, Google Sheets, Sequel Pro

Product Management

Jira, Confluence, Google Docs, Zoho Sprints, SurveyMonkey, Typeform, Salesforce, Freshdesk, UserVoice

Design

Sketch, Figma, Google Drawing, InVision, Whimsical, Balsamiq, Zeplin

Development

JavaScript, Node.js, Python, SQL, MongoDB, HTML, CSS

PROFESSIONAL HISTORY

Head of Products

FusionCharts

Mar '19 - Present (1 year 8 months)

FusionCharts provides JavaScript charting libraries for developers.

- Strategized company's vision with stakeholders to take the company from a charting library to a Business Intelligence (BI) library for developers.
- Formalized the product team of four PMs to improve processes with better release cadence, project management practices, transparency about the roadmap, and stakeholder collaboration.
- Released two new products and took them to product-market fit as a part of the new vision.
- Mentored various team members from design, product, documentation teams to managerial roles or transitioned them into more suitable roles as per their skills and interests within the organization.

Product Manager

FusionCharts

Nov '17 - Feb '19 (1 year 4 months)

- Was responsible for improving developer's experience throughout their journey from product evaluation to activation and on-boarding to retention.
- Built ancillary products for developers and it helped the sales team to increase the ticket size by 40%.
- Executed rebranding exercise for a website, developer center (documentation) with the marketing team.
- Worked with the growth team to improve conversions on various pages like download, pricing, the home page.

Product Manager & Partner

Burgundy Box

Aug '15 - Oct '17 (2 years 3 months)

It is a food-tech startup based out of Mumbai which runs 'delivery-only' restaurant.

- Increased checkout conversion rate from 3% to 10% in 6 months.
- Led complete redesign of the WooCommerce store to custom Node.js based architecture.
- Was responsible for building an internal Kanban based Point of Sale (POS) system to increase the efficiency of the Customer Service and Logistics team.
- Released data-driven food products based on customer behavior.

ACHIEVEMENTS

Mentor at Amity University

I have been one of the mentors for the [PG course on Product Management](#) which is developed with Harvard Business School.

Guest Speaker & Author

I have been featured in notable publications like YourStory, The Next Web, Product Talks, etc. to share my experience on Product Management & Entrepreneurship.

EDUCATION

B.Sc. Information Technology

University of Mumbai (Jun '08 - Apr '11)

GET IN TOUCH

nihar@sawant.me

+91 96195 03480

<https://nihar.sawant.me>

Founder & Product Head

Expojure

Aug '13 - Dec '15 (2 years 5 months)

Expojure was a photo management tool for social media which was also known as 'Buffer for Photography'.

- Led the entire product development lifecycle from ideation to design to development based on constant feedback gathered from early adopters.
- Managed to get over 10,000 photographers across the globe who used it to manage their both personal and professional social media accounts.

Full Stack Developer

Lagoa

Jan '13 - Jul '13 (7 months)

Lagoa is a cloud based photorealistic 3D rendering engine which runs within a browser.

- Contributed to projects which were built in Ruby on Rails, Redis, Elasticsearch and Backbone.js.
- Worked with the marketing team for the rebranding campaign where I designed and developed their web presence.

Developer & Partner

3DTin (Acquired by Lagoa)

May '11 - Dec '12 (1 year 6 months)

3DTin was a browser based 3D modeling tool for 3D printing hobbyists.

- During my tenure, I worked on jQuery, Tornado, Redis, SQLAlchemy, PostgreSQL, and WebGL.
- I made many server side optimizations which helped us to reduce the overall server costs and increased the performance by 40%.