

PROFILE

Product Manager with 2+ years in AlloHealth's Founder's Office, leading revenue, lifecycle, payout, and financial-operations products. Grew repeat revenue contribution from 33% to 45%, increased realised LTV from ₹6.5K to ₹7.5K, launched a ₹25L/month payout system, and reduced weekly operating tasks by 28%. Built daily analytics and AI-assisted control systems using SQL, Python, Google Sheets, and automated source-quality checks; now focused on consumer lending and payments.

EXPERIENCE

AlloHealth

Jun 2024 – Present

Bengaluru, India

Product Manager, Founder's Office · Repeat Business Lead

P&L and business operations through Feb 2025; repeat-business ownership from Mar 2025. Led a 7-member pod across analytics, customer experience, and call quality.

- Increased repeat revenue contribution from **33% to 45%** and realised quarterly LTV from **₹6.5K to ₹7.5K** by owning the post-purchase loop across fulfilment, treatment adherence, follow-up booking, completion, reschedules, no-shows, and repurchase.
- Built City Heads funnel dashboards and redesigned the doctor-to-agent handoff for ~5,000 eligible patients/month using in-product prompts, timers, and operating workflows; improved handoffs from **35% to 85%**, with handed-off patients purchasing at ~2× the baseline rate.
- Built a daily AI-assisted journey-intelligence system across ~7,000 monthly WhatsApp chats using SQL, n8n, and Langfuse; automated audits, failure classification, reports, and human-approved fixes, increasing patient-led booking from **35% to 55%** and enabling 88% of high-intent patients to self-book.
- Reduced weekly calling tasks from ~9,000 to ~6,500 (**28%**) by consolidating duplicate objectives, expiring obsolete tasks, and carrying prior context into the latest action.
- Shipped a tiered doctor-payout product in four weeks with one engineer, one designer, and one analyst; automated calculation, approval, statements, payslips, and payment initiation for 60+ doctors and ~₹25L/month, reducing payout cost/revenue from **21.7% to 16.7%**.
- Owned cohort, LTV, indirect P&L, and books-aligned reporting for Rainmatter-led pre-Series A diligence; partnered with the Chief of Staff, CAs, and consultants, and improved gross margin by ~**27%** across three high-velocity SKUs through stockout management, vendor changes, and price negotiation.

Cactus Communications

Aug 2023 – Feb 2024

Mumbai, India

Product Intern · AI and Research Products

- Used SQL, funnel analysis, competitive research, and customer evidence to identify growth opportunities and inform institutional partnerships.
- Built a GenAI prototype that compressed 10-page journal guidelines into decision-ready summaries; won "Best Product" at an organisation-wide Google Cloud product hackathon.

SELECTED FINTECH PROOF OF WORK

Affordable Commerce inside super.money

github.com/bnamanjain/super-money-affordable-commerce

Independent zero-to-one credit-commerce case spanning borrower and seller journeys, transparent checkout, unit economics, payouts, settlement, APIs, failure recovery, risk, and GTM.

EDUCATION & MARKETS

B.E., Electronics & Telecommunication

RV College of Engineering · 2018–2022

Managed a ₹10L pledged-capital trading account to ~₹16L over two years during college; independently studied equities, derivatives, bonds, REITs, market structure, and risk.

SKILLS

Product: Consumer journeys, growth, monetization, PRDs, roadmaps, experimentation

Analytics: SQL, Python, Redshift, cohorts, funnels, LTV, P&L, PostHog, Datadog, Tableau, Sheets

Technical: APIs, webhooks, JSON, JavaScript, HTML/CSS, n8n, Langfuse, automation

Design: Figma, Whimsical · **Domain:** payouts, billing, unit economics, financial markets