RAJAT SONI

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SUMMARY

Product Guy with 4+ years of diverse experience partnering with product, design, and engineering teams to deliver SaaS features, improve internal healthcare workflows, and translate customer problems into technical solutions. Experienced in PRD creation, backlog refinement, stakeholder collaboration, and KPI-driven improvements. Seeking to leverage engineering and business expertise into customer-centric product development.

EXPERIENCE

Frontend Developer - Trulogik Pvt Ltd *Feb 2025 - Present*

Developing Frontend Feature & Product Contributor | Healthcare *Remote*

- Partnered with product managers, clinicians to build an internal healthcare ops tool using API-integrated interfaces.
- Translated friction points and business requirements into technical specifications adopted within the product roadmap.
- Piloted PRD with technical documentation for Workflow Automation testing, estimated to save 30% time in QA efficiency.
- Owned feature documentation, backlog refinement, and collaborated with engineers to improve delivery alignment.

Sales Consultant - OceanaTech Pvt Ltd *Nov 2020 - Feb 2022*

Marketing,Business Development & Project Management | Energy Sector *Mohali,India*

- Conducted customer discovery workshops to identify adoption barriers and translate client needs.
- Delivered sessions for CRM adoption cross-teams; scaled team by strategic execution and raised 15% revenue growth.
- Recommended customer success funnels prioritized by business, improving lead conversion across multiple segments.

Analyst - Eclerx Pvt Ltd *[KPO-Telecom]* *Oct 2018 - Jan 2020*

Handling product issues and maintaining KPIs | Telecom *Chandigarh,India*

- Improved team compliance metrics by 17% across quality,pipeline management,workflow Optimization and Risk Mitigation.
- Monitored support KPIs; facilitated weekly reviews to reduce ticket resolution time and operational process improvements.

TOOLS & SKILLS

Product Skills - Product Discovery User & Market Research, Strategy & Vision, Feature Prioritization, Product Analytics(Product Metrics, User Journey Analysis, Funnel Analysis), Familiar: Product Roadmap,PRDs, Backlog Refinement, Team Management, LLMs, RAG, AI Evaluations, Prompt Engineering, Context Engineering, AI Agents
Technical Stack - React, JavaScript, Rest APIs, SQL(Basic), HTML, CSS - Frameworks & libraries
Tools - Jira, Confluence**,** Notion, Figma,Typeform, Cursor, Git, Postman, Vercel, Mixpanel and other AI tools

CASE STUDIES

EDUCATION

HelloPM, Remote - **AI Product Manager (Bootcamp)**
Masai School, Remote - **FullStack Web Development (Bootcamp)**
Amity University, Noida - **MBA in Entrepreneurship (2019 - 2021)**
MGSU University, Jodhpur - **BBA in Marketing & HR (2015 - 2018)**