

# Vijay Kumar Konidena

Email: [konidenavijaykumar@gmail.com](mailto:konidenavijaykumar@gmail.com) | Phone: 07032375541 | LinkedIn: [Vijaykumar](#) | [LinkedIn](#)

## Professional Summary

With a solid five-year foundation in problem-solving and a product-centric mindset, I am an accomplished professional ready to transition into a dynamic product management role. Throughout my career, I've excelled in optimizing operations and cultivating high levels of employee satisfaction. My unique blend of skills includes a **strategic approach to product development**, coupled with a commitment to fostering **cross-functional collaboration**. I am eager to leverage my proven success in enhancing operational efficiency and my passion for innovation to contribute meaningfully to the success of dynamic projects within the **field of product management**.

## Product Management - Fellowship

Successfully graduated from the PM fellowship of **Nextleap** (a cohort-based program run by an industry leader from Ex-Flipkart). Selected as '**Top-fellow**' in the fellowship **Sep 2023 to Nov 2023**

Graduation Project: [Gaana App](#)

- Desired business outcome: **Increase** the Monthly Active Users (**MAUs**) of the Gaana platform.
- Approached this using the principles of '**Design Thinking**' process. Conducted **user research**, defined the **problem statement**, **ideated** over several solutions & **prioritized** one solution.
- After implementing the above steps, created a **wireframe & landing page** to test the validity of the solution among the users. **86%** of the users showed positive opinion towards the proposed solution.

PRDs: [PRD-Zomato](#), [PRD-Video Editing](#)

Portfolio: [Gaana App](#) [Paytm](#)

## Professional Experience

**Youngsoft India Pvt Ltd**, Hyderabad, India

**June 2022 to Present**

**Senior Administrator**

- I innovatively **introduced a product solution** to streamline employee lunch and travel logistics, enhancing operational efficiency, employee satisfaction, driving strategic evolution and optimizing user experiences.
- Led the **design and development** of the employee lunch subscription and travel in a SaaS platform.
- Utilizing my product management perspective, I've actively **shaped and executed** strategies to boost **employee satisfaction**, fostering a positive **workplace culture** and contributing significantly to **employee retention** within the organization.
- Actively participated in policies drafting and preparing annual budgets.
- Understanding **root cause** requirement of the stake holder.

**RBH Facilities and Services pvt ltd**, Vijayawada, India

**Feb 2019 to June 2022**

**Operations Manager**

- I played a key role in **introducing a new service** to the business. Presented its scope, market value, demand, and potential to the founding team, demonstrating my strategic leadership in expanding our offerings and seizing opportunities.
- Also crafted an effective **marketing strategy**. Took it **to the market** with a compelling sales pitch, showcasing my ability to not just innovate but also strategically promote and sell products.
- Worked closely with **co-founders** in acquiring businesses, service expanding and creating demand in Tier 2 cities.
- Created roadmaps **for 1Year** and Handled **22 B2B clients**.
- Executed competitive analysis to identify gaps and suggested **KPIs & Metrics** to improve new client onboarding.
- I collaborated **across departments**, fostering a cross-functional approach to successfully execute projects and achieve organizational goals.

**Admin Assistant:**

- Responded to management and team member's inquiries.
- Handling travel requirements
- Organize travels from beginning to end, through booking tickets and accommodation, securing rental transportation etc
- Assisted with maintaining office area to provide a professional atmosphere for visitors and team members while providing effective use of all office equipment.
- Assisted Housekeeping team in providing good.

**Freelance projects**

- **Last Mile**, I volunteering on a logistics app project, contributing to the market statistics, user behavior analysis, demand evaluation, and user experience research for an impactful launch.
- **KClassroom**, I volunteered on eduTech based app project, focused more on market analysis & research. Coordinating with the developers, worked on design and wire frames.
- **Travel coordinator**, I actively volunteered for The Global Entrepreneurship Summit 2017, coordinating with Govt officials along with my team worked planning and organizing the event.

**Educational Qualification**

B.sc in Hotel Management, **Karnataka State Open University** **June 2011 to May 2015**

Master's in Business, **National Institute of tourism and Hospitality Management** **June 2017 to Aug 2019**

**Certifications**

**Awards & Recognitions**

Product Manager Fellowship, Next leap **Nov 2023**

Circle of Excellence & Pat on the back

The complete SQL Bootcamp **Oct 2023**

Best Supporting Staff

**Key Skills**

User research  
Communication & Analytical

Mind maps & Ideation  
Whimsical, JIRA & Figma

Wireframes & Landing pages  
SQL