Neha Banerjee

Product Manager

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PROFESSIONAL SUMMARY

Senior product manager with 9 years of experience in B2B SaaS and consumer fintech. Owned a payments product that grew from 40,000 to 380,000 monthly active users and added Rs 18 crore in annual revenue. Skilled in discovery, roadmap strategy, experimentation and leading cross-functional teams of up to 25 people.

EXPERIENCE

Senior Product Manager, Payments, Northwind Fintech — May 2021 – Present
Gurugram, India

- Owned the roadmap for a payments product that grew from 40,000 to 380,000 monthly active users in three years.
- Launched UPI autopay, adding Rs 18 crore in annual revenue and lifting repeat transactions by 26%.
- Led a squad of 18 across engineering, design and data, running two week sprints with clear goals.
- Ran 30+ A/B tests on onboarding, raising activation from 41% to 57%.
- Defined and tracked a metrics tree that leadership reviewed every month.
- Mentored two associate product managers, both promoted within 18 months.
- Partnered with legal and compliance to meet RBI guidelines without delaying two launches.

Product Manager, Kestrel Software Pvt Ltd — Feb 2018 – Apr 2021
Bengaluru, India

- Shipped a self-serve billing module that cut support tickets by 35%.
- Interviewed 60 customers to prioritise features and rewrote the quarterly roadmap.
- Coordinated launches with sales and marketing for four major releases.

Associate Product Manager, Orchid Digital Studio — Jul 2016 – Jan 2018
Mumbai, India

- Wrote requirements for a mobile app that reached 100,000 downloads in its first year.
- Triaged 200 feature requests from sales and support into a ranked backlog reviewed every sprint.

SKILLS

Product strategy | Roadmapping | User research | A/B testing | SQL | Jira | Mixpanel | Stakeholder management | Go-to-market | Pricing | Prioritisation (RICE) | Agile

EDUCATION

MBA, Indian Institute of Management Calcutta — 2014 – 2016
Kolkata, India

B.Tech, Electronics Engineering, Delhi Technological University — 2010 – 2014
Delhi, India | 8.2 CGPA

CERTIFICATIONS

Pragmatic Product Management, Pragmatic Institute — Nov 2020

Certified Scrum Product Owner (CSPO), Scrum Alliance May 2019