

# SHAMITA DHAVE

Product Manager



@shamita@gmail.com

trucknagar.com

Chennai, India

9876543210

## EXPERIENCE

Product Manager  
Practo

2014- ongoing Chennai, India

- Conceptualised lead generation model with Virtual Calls for mid market hospitals leading to a \$2 million dollar increase in revenue.
- Built a new process for revenue share per lead generation model in OPD SaaS leading to increase of \$60k in revenue.
- Fixed basics of masked call feature leading to an increase of 10% in call reliability.

## EDUCATION

Bachelors Degree, Electronics & Communications Engg.

2009-2013 Thapar Institute of Engg. & Technology

## CERTIFICATES

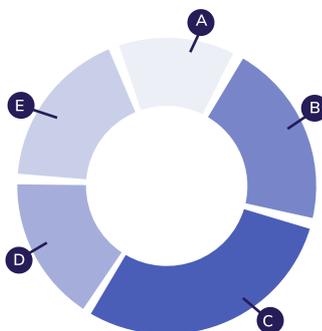
Data Analysis And Statistical Inference

2014 Duke University, USA

R Programming

2014 Johns Hopkins University, USA

## A DAY IN MY LIFE



- A Prepare my daily to do list
- B Fight fake news
- C Research how people use social media to improve facebook's ads targeting
- D Sit down to family dinner
- E Practice Gratitude

## LIFE PHILOSOPHY

"If more women are in leadership roles, we'll stop assuming they shouldn't be."

## MOST PROUD OF

Launching a startup Trucknagar.com

by conceptualised and built a used commercial vehicle marketplace online Aimed at bringing the Commercial vehicle inventory online and bringing price parity within different states for a vehicle. Was able to bring ~ 40 vehicles inventory and sold 2 vehicles worth Rs. 4 lacs earning Rs. 5000/- per successful transaction.

Building exceptional teams

by connecting with people on an emotional level, spotting their talents & helping them believe in their capabilities

Inspiring Women

and becoming a leading voice for gender equality after giving a TED Talk (4M views)

## MY STRENGTHS

Sales

HR

Marketing

Business Strategy

Tech

Good Communicator

Persuasive

Focused

Thick-skinned