

# ALOK KUMAR JHA

Head of Product

Alokvjha@gmail.com | +91-86684 95611 | Mumbai, India | linkedin.com/in/alok-kumar-jha-2aa938110

## PROFESSIONAL SUMMARY

---

Head of Product with 8+ years of experience delivering full-lifecycle digital products across EdTech, SaaS, and AI-driven platforms. Hands-on across the entire stack - from AWS architecture, MySQL database management, and DEV-to-Production environment handling, to Figma-led product design, Android/iOS app delivery, and payment system deployment. At NICMAR, launched an online vertical generating INR 15M+ in 8 months; previously scaled platforms to \$120M+ monthly bookings and 50,000+ concurrent users at Imarticus. Leads cross-functional teams of 60+ across B2B, B2C, B2A, and B2G markets.

## PROFESSIONAL EXPERIENCE

---

### National Institute of Construction Management and Research (NICMAR) - Head of Product

Oct 2024 - Present

- Launched NICMAR Online vertical within 8 months, generating INR 15M+ in sales with an initial cohort of 70+ learners, owning full P&L, finance, and legal operations
- Architected and deployed full digital ecosystem - CRM, D2L Brightspace LMS, ERP-connected mobile app, calling software, and payment system built from scratch - across DEV, QA, Staging, and Production environments
- Made key AWS architecture and MySQL database decisions, ensuring platform scalability validated via JMeter load testing, stability, and performance across all digital products
- Built Alumni Portal from scratch - led vendor evaluation, Figma prototyping, UX research, and end-to-end Android/iOS and web deployment on AWS
- Deployed Job Board platform from scratch - owned Figma design and UI/UX through AWS deployment, enabling student placement workflows
- Prepared brand guidelines for NICMAR Online vertical, standardizing visual identity across web, mobile, and marketing channels
- Aligned Marketing, Sales, Academics, and Operations teams driving go-to-market execution and institutional adoption within 8 months of launch timeline and 90% conversion rate
- Led change management and stakeholder engagement, securing buy-in across leadership, faculty, and institutional governing bodies

### Imarticus Learning - Senior Technical Product Manager

Jul 2023 - Oct 2024

- Spearheaded integration of advanced technologies into the LMS platform, delivering personalized learning experiences across B2B, B2C, B2A, and B2G segments
- Led product development from strategy to execution, reviewing PRDs, BRDs, and design specifications in Figma to ensure alignment with business objectives and user needs
- Managed AWS infrastructure and concurrency handling, validated via JMeter load testing, ensuring platform stability for 50,000+ peak concurrent users
- Directed go-to-market and launch strategies, ensuring every release matched market demand and long-term strategic goals
- Oversaw UAT and quality assurance processes, collaborating with cross-functional teams to guarantee enterprise-level reliability and performance
- Managed infrastructure readiness and stakeholder enablement, including server configurations and product feature training for adoption at scale
- Delivered exceptional business results: product bookings consistently surpassed \$120M per month with 50,000+ peak concurrent users, demonstrating strong platform adoption and success

## Paradiso Software - Product Manager

May 2022 - Jul 2023

- Managed a 10+ member core product team, delivering a SaaS platform on time and within budget using Agile/Scrum methodology
- Led Android and iOS app development for international clients including IBM and Walmart, managing cross-platform delivery end-to-end
- Delivered custom LMS features and enterprise integrations including Payment Gateway, SSO, MS Workspace, Jira, SAP, E-commerce, and HR Tools for global clients
- Implemented SAP S/4HANA integration within the LMS platform, enabling enterprise-grade ERP connectivity for global clients
- Drove user-centric design and Agile execution, boosting adoption and delivery speed through sprint planning and user story-driven development

## Nethority Technologies - Associate Product Manager

Oct 2021 - May 2022

- Coordinated with stakeholders to set clear expectations and ensure quarterly revenue target of INR 5 crore achieved
- Created detailed product roadmaps, defined OKRs and KPIs, and tracked team progress through development sprints
- Planned and allocated resources for product feature rollouts, ensuring smooth deployment from concept to production

## Alca Media Pvt Ltd - Senior Project Manager

Nov 2019 - Oct 2021

- Led a 10-member development team to design and launch a new web and mobile application, generating \$4M revenue within two years
- Directed end-to-end project management including planning, execution, and delivery of product roadmaps
- Managed schedules, budgets, and resources, ensuring projects delivered on time and within scope
- Proactively identified risks, resolved conflicts, and implemented mitigation strategies to ensure project success

## NVIDIA - Project Manager

Jul 2017 - Nov 2019

- Led a 40-member team to build and deploy large-scale Generative AI models for creative content (images, text, and music), generating \$1.5M revenue in the first year
- Directed the AI Autopilot project, leveraging human-in-the-loop systems for data mapping, frame labeling, and continuous model improvement
- Worked on computer vision and deep learning (CNNs) for segmentation, classification, and object detection in real-world environments
- Gained deep expertise in scaling AI models into production, addressing challenges of accuracy, data quality, and enterprise adoption

## SKILLS

---

**Cloud & Infrastructure:** AWS Architecture, Concurrency Handling, DEV/QA/Staging/Production Environment Management, JMeter Load Testing

**Database & Backend:** MySQL, MySQL Workbench, Database Design and Query Management

**Product & Design:** Figma - Prototyping, Wireframing and UX Research, Brand Guidelines and Design Systems, Android and iOS App Development, Web Application Deployment

**Platforms & Integrations:** D2L Brightspace LMS, SAP S/4HANA, CRM Integration, ERP Systems, Payment Gateway - Built and Deployed from Scratch, SSO, MS Workspace

**Product Management:** Product Lifecycle Ownership, OKRs and KPIs, Sprint Planning, User Stories, Go-to-Market Strategy, PRD/BRD Writing, Agile/Scrum, UAT and QA Oversight, P&L Ownership

**AI and Emerging Tech:** AI/ML Integration, Generative AI (GPT Models), Computer Vision (CNN, Segmentation, Detection)

**Tools:** Jira, Figma, MySQL Workbench, Postman, Google Analytics

**Leadership:** Cross-Functional Team Leadership (10-60 members), Stakeholder and Board Communication, Change Management, Executive Leadership, Strategic Vision and Product Roadmapping

## EDUCATION

---

### **Bachelor of Engineering - Mechanical Engineering**

*Pune University | Jul 2017*