AVANISH VENKATESH

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Entrepreneur and product enthusiast with 5 years of hands-on experience solving real-world problems through innovation and strategy

EDUCATION

Northeastern University, *Master of Engineering Management* — **Boston, MA**
Coursework: Economic Decision Making, Project Management, Digital Product Management, Probs & Stats — Dec 2026
Clubs: Vice President Finance - Aspiring Product Managers Club — GPA: 3.93

SJCE College of Engineering, *Bachelor of Polymer Science and Technology* — **Mysuru, India**
Coursework: Product Design, Total Quality Management — Jul 2018
Clubs: President-College Adventure Club *SAHAS,* Lead Organizer-Polycon Fest, Photography Club — GPA: 3.51

WORK EXPERIENCE

Aves Infotech LLP — **CH-Nagar, India**
Founder — Jun 2020 – Aug 2024
- Defined the product vision, and OKRs for a Ticketing SaaS platform and led a cross-functional team to achieve $170K in revenue
- Managed stakeholders across multiple locations to align requirements with the product vision, writing PRD and SRS documents
- Oversaw financial operations, built relationships, and expanded client base from 1 to 12 zoos, 2 national parks, 3 children's parks, and 2 bird sanctuaries in 1.5 years. Secured $100K in projects, increasing profitability by 15X and driving sustainable growth

Kimzuka Solutions Pvt Ltd — **Bengaluru, India**
Partner, Product Manager — Jan 2019 – May 2020
- Led the development of passive infrared camera traps for tiger stripe capture, managing a dedicated team to ensure project success
- Presented the successful outcomes to the National Tiger Conservation Authority, highlighting the product's effectiveness and reliability
- Secured initial funding of $30K and laid the groundwork for expanding and scaling the camera trap initiative

PROJECTS

Proposal Development & Writing — **Eversource, Boston**
Intern, Summit Global Consulting — Sep 2024 – Nov 2024
- Assisted in drafting and developing the evaluation proposal for Eversource's Electric Vehicle Make Ready Program
- Performed cost analysis for the Eversource project, estimating expenses, resource needs, and timeline for project execution

Zoo Ticketing System (ZTS) — **Zoo Authority of Karnataka**
Product Lead, Aves Infotech LLP — Jan 2020 – Feb 2024
- Set KPIs on booking pages to identify user drop-off points; streamlined step, resulting in a 14% increase in successful bookings
- Identified WhatsApp as an opportunity for ticket bookings through market research, validated through testing, and successfully implemented, accounting for 87% of online bookings with 96% user adoption
- Directed a self-check-in kiosk app with payment integration, reducing queue times and contributing to 22% of total zoo tickets

ZAK - Animal Adoption & Donation App — **Zoo Authority of Karnataka**
Product Owner, Aves Infotech LLP — Mar 2021 – Jun 2021
- Led the development of a Flutter-based app during COVID-19 to enable revenue through animal adoptions and donations, inaugurated by the King of Mysuru, resulting in $200K raised within 30 days to support zoo operations
- Adapted from Waterfall to Agile due to evolving requirements and fixed time constraints, ensuring successful and timely app delivery

Tiger Cell Project - Data Analytics & Field Deployment — **Karnataka Forest Department**
Project Manager, Kimzuka Solutions Pvt Ltd — Feb 2019 – Aug 2020
- Implemented camera traps at conflict locations to capture tiger stripe patterns, utilizing Extract Compare software to perform data analysis, improving conflict tiger identification accuracy by 95% and minimizing wrongful captivity
- Leveraged 10+ years of tiger census data to trace migration and stripe patterns, enhancing capture report accuracy by 20%
- Performed data analysis using Excel, leveraging functions like pivot tables, VLOOKUP, and conditional formatting to streamline GPS Data and enhance decision-making processes

Ex-Gratia Crop Compensation App (E-Parihara) — **Karnataka Forest Department**
Intern, Kimzuka Solutions Pvt Ltd — Jan 2015 – Feb 2017
- Directed UX design, documented user needs to enhance compensation processes for villagers affected by human-wildlife conflicts
- Automated the distribution of $16.5M in compensation, receiving the Best Innovation Award by E-Governance, India; the app continues to benefit thousands of villagers across the state

SKILLS

Management: Agile Frameworks, Market analysis, Effective Communication, Team Leadership, Project Scheduling, Scope Management, User Experience Research, Critical Thinking, KPI Tracking, Product Vision, Feedback Tracking, Product Strategy, MVP
Technical Tools: Jira, Slack, Power BI, Microsoft Office Suite (Excel, Word, PowerPoint, Outlook), Figma, Python, Miro, ServiceNow
Certification: Cert Prep PMI Agile Certified Practitioner (PMI-ACP)