

# NAYAN LAL

Technical Product Owner | AI & Automation | SQL & Data Products | Cross-Functional Delivery

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## PROFESSIONAL SUMMARY

Senior Product Manager and analytics professional with **5+ years of experience** building AI-driven automation and data products, translating product vision/ business requirements into technical specifications and SQL-validated solutions, owning prioritised backlogs, and leading cross-functional teams **across Europe and India**. Proven ability to drive opportunities end-to-end with limited direction by collaborating with technical experts, defining delivery roadmaps, and converting manual processes into automated, repeatable operating cadences. **IIT Delhi M.Tech (Dept. Rank 2), DAAD KOSPIE Scholar** at Chair of Renewable and Sustainable Energy Systems at TU Munich, Germany; recognised at the **World Economic Forum Summit, Davos**, and **Linux Foundation Energy Summit (Global Top 30, Paris)**.

## EXPERIENCE

### Product Strategy & GTM Lead (Founder's Office) PatternLab.AI

Nov 2025 – Present Hyderabad, India

- Led a team of **3 PMs** and owned end-to-end product **vision, strategy, and roadmap** for **SeaTrace's MVP & digital solution pipeline**, a multi-platform product (Desktop, Tablet, Mobile responsive) for global seafood exporters.
- Led a **cross-functional team of 14** across **engineering, design, data science, QA, and domain SMEs**; facilitated data-driven agile sprints against prioritised, roadmap-aligned backlog to ship **4 core modules within 3 months**.
- Drove **DAU/MAU growth >75%** and **3.7x session uplift (16 to 59 min)** in 4 months; ran A/B experiments on UI variants, completion CTAs, and contextual LLM prompts through **Customer Intelligence Dashboard**.
- Architected a 14/21-day pilot-to-paid conversion playbook** (AI-copilot onboarding, KPI baselining, ROI documentation), standardising a repeatable adoption motion for MSMEs.

### Consultant, Strategy & Analytics (AI & Data Team) Deloitte USI

Aug 2023 - Nov 2025 Hyderabad, India

- Built 10+ AI-driven business-critical **Tableau dashboards** for the **Chief Data & Analytics Office** of a \$10tn+ AUM investment-management client.
- Automated the client reporting and delivery cadence using AWS, PySpark/Python, and Tableau, accelerating stakeholder insights & **saving 100+ analyst hours per month**.
- Won AI & Engineering Sustainability Innovation Challenge**; architected 'Deloitte SSIA', an LLM-powered **strategy and insights AI agent**.
- Deployed ML-based **Customer Churn Prediction Model** with real-time churn-scoring API; validated model accuracy via precision/recall tuning to reduce false positives.
- Designed an environmental data model for automating **Scope 1-3 carbon emissions tracking** (384 metrics, GRI/ESRS aligned), cutting reporting time by **25%**.

### Sustainable Energy Consultant ImpactScope

Jan 2023 - Aug 2023 Munich, Germany

- Runner-up among **152 global entries** in the **Siemens Tech4Sustainability Challenge 2023** as Product Idea Owner; led a 10+ international team to secure **USD 4,000 prize** ('Tokenise the Energy Transition' track).
- Built **0-to-1 ESG reporting platform** integrating real-time IoT data with Dynamic NFTs for sustainable asset monitoring.

### Project Manager & Consultant ProDecipher; NamasteyNFT

Nov 2021 -- Jan 2023 Davos, Switzerland & Bengaluru, India

- Organised speaker session at the **World Economic Forum (WEF) Annual Summit 2023** on 'Achieving Sustainability through Supply-chain Traceability'.
- Contributed to **USD 250K+ sponsorship portfolio** driving **10,000+** attendee footfall.

## VOLUNTEERING & COMMUNITY LEADERSHIP

- Volunteer, Gyankunj Foundation (8+ years)**: focussed on digital literacy, vocational skills & EdTech for underprivileged children. Partnerships & Strategy Consulting.
- Cluster Lead, **United Ways Hyderabad**: drove plantation drives and educational tours of **100+ volunteers** during Impact Day with Deloitte USI Purpose Office's core team.
- President, Kalakriti** (Creative Art Society of DTU): Founded 'Spectrang', DTU's 1<sup>st</sup> fine arts festival- scaled from initial 3 to 200+ members.
- Digital art community**: Coordinated operations at BIEC (Bangalore International Exhibition Centre) for supporting 300+ international Web3/NFT artists & global art collectors.

## EDUCATION

### M.Tech [Energy & Environment Technologies and Management]

Indian Institute of Technology (IIT) Delhi

2019 - 2023 Delhi, India & Munich, Germany

CGPA  
9.13 / 10

- Department Rank 2, LFE Scholar 2023 & DAAD KOSPIE Scholar- Chair of Renewable & Sustainable Energy Systems**, TU Munich, Germany (Top 5 from IITD).

### B.Tech [Electrical Engineering]

Delhi Technological University (formerly DCE)

2014 - 2018 Delhi, India

CGPA  
8.27 / 10

- Distinction awardee**; President, Kalakriti (Art Society); Creative Head, Engifest DTU.

## KEY ACHIEVEMENTS

- Deloitte Rising Star 2025**, earned 5+ Applause/Spot Awards Nominated **Sustainability SGO USI Champion** (among 8 globally).
- Linux Foundation Energy Scholar 2023 (Paris)** Selected among the **Global Top 30** awarded the **Shuli Goodman Scholarship 2023** by The Linux Foundation Energy in Paris, France.
- DAAD KOSPIE Scholar 2022 (Among top 5 from IITD)** Received full scholarship at the **Chair of Renewable & Sustainable Energy Systems**, TU Munich, Germany.
- GATE (Graduate Aptitude Test in Engineering) 2021** Secured **AIR 102 (99.34 percentile)**.

## PROFESSIONAL CERTIFICATIONS & COMPETENCIES

**Certifications:** [AWS Certified Solutions Architect](#), [Salesforce Certified Data Cloud Consultant](#), [Microsoft AI Product Manager](#).

**Data, Cloud & AI Tech Stack:** SQL (advanced), Python/PySpark, Tableau, Claude Code, LLM APIs (Anthropic, OpenAI, DeepSeek), Azure/AWS Cloud: Athena, EMR, SageMaker, S3; JIRA / Zoho Sprints (Agile, Scrum, Kanban), Adobe Analytics, MS Office Suite (Advanced Excel, Word, PowerPoint), Agentic Workflows, LLM-as-judge Evals.

**Digital Transformation & Product Strategy:** Digital-pipeline & product management, opportunity scoping, writing PRDs, OKR and delivery roadmaps, conducting Scrum Ceremonies and QBR, Stakeholder management, change management & adoption, Executive slide-writing, 0-to-1 MVP Prototyping, GTM and Post-Launch Strategy.

## INTERESTS

Running **marathons** and participating in **endurance sports**.

**Oil/acrylic painting, charcoal sketching, and doodling** (National Finalist- Red Bull Doodle Art Competition).

**Sustainability and community initiatives:** Sustainnovation- 250+ attendees, 50+ ideas; Impact Day Plantations- saved >10 tCO<sub>2</sub>e through carpooling initiative with 2800+ volunteers.

## LANGUAGES

|         |              |           |
|---------|--------------|-----------|
| English | Proficient   | ● ● ● ● ● |
| Hindi   | Native       | ● ● ● ● ● |
| German  | A1 Certified | ● ● ● ● ● |