

ASHAR RAI MUJEEB

Product Manager

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PROFESSIONAL EXPERIENCE

FABITS

Product Manager

Bengaluru

Nov 2023-Present

Activation — Enabled entry into the product funnel

- Enabled faster login by integrating biometric authentication and reducing OTP-based failures, improving returning user rate from **28% → 36%** within 30 days.
- Streamlined KYC verification through HyperVerge integration, cutting average onboarding time from 2 days → 3.5 minutes and increasing eligible leads by improving the KYC completion rate **48% → 72%**

Transaction Enablement — Built what users spend on

- Modernized navigation and investment discovery flows, reducing mid-funnel drop-offs by 27% and increasing investment intent rate from **34% → 49%**, enabling more users to initiate their first investment journey.
- Launched Mutual Funds, IPOs, SGBs, and Basket investments, lifting activation-to-invest rate from **14% → 29%** by enabling previously onboarded users to access their preferred investment products.

Retention & Monetization — Made revenue predictable, recurring, scalable

- Introduced UPI Autopay for value added service renewals, increasing renewal repeat rate from **54% → 84%** and eliminating manual payment cycles.
- Enabled lifecycle segmentation and behaviour-based nudges by integrating Mixpanel & Clevertap, improving repeat-investment rate from **21% → 33%** as users received targeted re-engagement at key drop-off moments.

PRACTICING ADVOCATE

Delhi

Criminal Law

Jun 2019 - Nov 2023

- Represented clients in complex litigation matters requiring structured reasoning and rigorous evidence evaluation
- Delivered high-stakes communication across diverse audiences including judges, clients, and investigative bodies

PROJECTS

Learnt to engineer scalable full-stack AI applications and manage hybrid infrastructure by mastering **Next.js**, **FastAPI**, **Supabase**, and **Redis**, while orchestrating deployments across **GCP**, **AWS**, **Railway**, and **Proxmox**. I also gained low-level hardware experience using **Embedded C** and **Raspberry Pi**. This technical breadth was applied to build product solutions across diverse fields including **Generative UI**, **Agentic Tool Building**, **Child-safe EdTech**, **Personalized Nutrition**, **Legal Tech**, and **Model Context Protocols (MCPs)**. More of this is available on iarm.me/playground

EDUCATION

SYMBIOSIS LAW SCHOOL

LLB (Cyber Law & Intellectual Property Law)

Pune

2012-2017