Prince Kumar

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Education

Bachelor of Technology (B.Tech) in Electronics & Communication Engineering
JSS Academy of Technical Education, Noida (Affiliated to AKTU)
Nov 2022 – Jun 2026 (Expected)
GPA: **7.84 / 10.0**

Certification:
Google: Foundation of Product management
Goldman Sachs: Operations Job Simulation
IIT Bombay: NEC'24 Advanced Track - Top 30

Professional Experience

Shyphan   Noida (On-site)
Product & Systems Analyst, Full-time   Dec 2025 – Present

- Worked across **17+ client engagements** (enterprises and SMBs across India and global markets) to understand business problems, user needs, and operational constraints.
- Structured ambiguous inputs into **clear problem statements, decision criteria, and system requirements**, working closely with engineering teams to translate thinking into build-ready solutions.
- Identified **recurring patterns across use cases**, informing trade-offs between customization and standardization when evaluating new product opportunities.
- Contributed to the firm's transition from services to products by supporting **3 new initiatives end-to-end**, spanning market research, solution design, and early go-to-market planning.

Outcome Outing   Noida (On-site)
Product & Strategy Lead *(Project-based, later Advisory)*   May 2025 – Nov 2025

- Worked closely with the founder **from day zero** to shape an unstructured idea into a clear offering for early-stage founders, aligning value proposition, format, and target audience.
- Conducted discovery with **15+ founders and mentors** to understand gaps in founder learning, peer networking, and mentorship beyond traditional accelerator models.
- Helped design the **operating model for small-cohort, mentor-led retreats**, defining session structure, participant selection criteria, and engagement flow.
- Supported early go-to-market efforts by shaping **positioning, target founder profile, and initial rollout approach** under limited data and high uncertainty.

WeyaAI   Noida (Remote)
Business Development Representative   Feb 2025 – Apr 2025

- Engaged with **CXOs and senior operators** at mid-to-large enterprises to understand buyer needs, decision criteria, and adoption challenges for an omnichannel voice AI solution.
- Gained hands-on exposure to **early-stage go-to-market dynamics**, including qualification logic, messaging refinement, and why enterprise buying decisions stall or move forward.

Snap India Trip   Noida (Remote)
Market Research & Partnerships Analyst   Jun 2024 – Dec 2024

- Conducted market and user research to understand **preferences, expectations, and experience gaps** of foreign travelers engaging with India-focused travel offerings.
- Worked with partners to support **end-to-end experience delivery**, gaining exposure to coordination challenges in ops-heavy, customer-facing businesses.

Webinix Solutions   Noida (Remote)
Marketing & Operations   Mar 2024 – May 2024

- Supported early-stage client acquisition and service delivery, gaining exposure to **how demand is generated, serviced, and retained** in a small operating team.
- Worked closely with user feedback and internal workflows to understand **execution bottlenecks and service-quality trade-offs** in early-stage setups.

Leadership & Ecosystem Experience

Entrepreneurship Development Cell (EDC), JSSATE Noida
Vice President (Jun 2025 – Present)
Outreach Lead (Jul 2024 – Jun 2025)
Executive Member (Mar 2023 – Jul 2024)

- Took on progressively larger responsibilities within a student-led entrepreneurship platform, working closely with founders, alumni, and external partners across multiple initiatives.
- Helped design and run **repeatable outreach and engagement processes**, supporting partnerships, events, and founder-focused programming.
- Mentored and trained **20+ core members**, including launching *Builders' Blueprint* - a monthly internal learning series focused on problem-solving, execution, and founder mindset.

Zealicon 2025 - (Annual Cultural & Technical Fest | ~10,000 attendees)
Sponsorship & Partnerships (Co-Head)

- Led sponsorship outreach and negotiations with multiple brands, securing **₹15+ lakh across 8 partnerships** for a large-scale, multi-stakeholder event.
- Worked on **partner pitching, pricing discussions, and negotiation workflows**, gaining hands-on exposure to commercial decision-making and stakeholder alignment.

Independent Research & Analytical Memos

- Authored **5+ independent analytical memos** exploring Indian consumer internet and marketplace businesses through structured problem framing and market analysis.
- Examined **why certain business models struggle or succeed** in India, focusing on market structure, user behavior, and execution constraints.
- Published full analyses publicly on a personal portfolio (link in header), using memos to **develop and articulate structured viewpoints on real-world business problems**.

Skills

- **Strategy & Ops:** Problem structuring | process design | execution under ambiguity
- **Product & Go-to-Market:** Product discovery | GTM support | customer requirement framing
- **Tools & Systems:** Excel | SQL | Figma | Notion | n8n | Google Workspace
- **Collaboration:** Stakeholder coordination | documentation | ownership mindset