



CHINMAY MAJITHIA

PRODUCT MANAGEMENT | SUPPLY CHAIN

CONTACT

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WHO AM I?

I am a results-driven product leader with a unique blend of experience as both an individual contributor and a team lead. With a proven track record of driving innovation, building high-performing teams, and delivering measurable business impact, I thrive at the intersection of strategy, execution, and collaboration. Passionate about solving complex problems, I bring a mix of strategic vision and hands-on expertise to every challenge.

SKILLS

- **Product Leadership & Strategic Roadmap**
- **Revenue Driven Mindset**
- **End-to-End Product Lifecycle Management**
- **Problem Solving & Product Mindset**
- **Customer-First Approach**
- **Data Analysis**

EDUCATION

Product Management Certification
Course by Duke CE

MBA - Logistics and Supply Chain Management [2017-2019]
University of Petroleum and Energy Studies, Dehradun

B.Sc. - Mathematics, Statistics, Economics [2014-17]
St. Josephs College (Autonomous)

CT - 1 - Financial Mathematics [2017]
Institute and Faculty of Actuaries, UK

Personal Achievements

Certified Rescue Scuba Diver with 40+ dives

Amateur Mountaineer with 17 low-altitude peaks, 7 high-altitude passes, and 4 base camps.

CAREER

Locus - Mara Studios Pvt. Ltd. | August 2022 - Present

Promoted through positions of increasing responsibility from Product Manager to Associate Director, reflecting strong performance and leadership.

Associate Director, Product

- Own and direct the end-to-end company product roadmap, synthesizing complex inputs from regional customers, executive leadership, competitor analysis, market consultants, and future growth research to define long-term strategy.
- Lead and mentor a team of 8 Product Managers responsible for 8 distinct product streams, guiding execution from ideation through to rollout.
- Pioneered the development of AI-driven solutions, including leading the product development for Locus Co-Pilot, a 0-to-1 AI agent designed to resolve complex logistics challenges.
- Streamlined the product development lifecycle by implementing an enhanced approach, reducing the time from ideation to development readiness by 30%.
- Direct collaboration across a 60+ member cross-functional team of Engineering and Design professionals to deliver innovative solutions aligned with business goals.
- Provided key product strategy and support that was instrumental in securing a \$30 million worldwide contract with IKEA.

Senior Product Manager

- Drove 16% of the company's Annual Recurring Revenue (ARR) by successfully launching two 0-to-1 products, generating over \$700,000.
- Unlocked Thailand as a new market, securing \$400,000 in ARR and expanding the company's strategic footprint in Southeast Asia.
- Mentored and groomed junior Product Managers, fostering team growth and leadership within the execution products division.

Product Manager

- Managed the roadmap and strategy for core execution products (Rider Companion, Control Tower, Customer Tracking).
- Led the development of Locus Navigate, a commercial navigation app for the North American market.
- Improved on-time delivery for a key Japanese client (Fast Retailing) by leading end-to-end feature development.
- Provided product leadership for the SEA market, a region contributing 50% of company ARR.

Stepping Stones Virtual Academy Pvt Ltd

Co-founder | Director | Oct 2020 - Feb 2022

- Launched the MVP within four months of ideation, achieving 2,500 daily active users (DAUs).
- Directed a team of 77 (70 campus ambassadors, 5 business development associates, 2 sales & teacher acquisition associates), building a robust user community.
- Enhanced product development through data-driven testing and feedback loops, improving feature rollouts and user experience.
- Reduced attrition by creating engaging opportunities for team members, offering real-world experience tailored to their interests.

Delhivery Pvt Ltd - Orion

Senior Associate - Freight Sales | Aug 2019 to August 2021

- Contributed 2.5% to the overall Freight Business, driving significant revenue as an individual contributor.
- Pioneered Raw-Material Bulk Freight Sales, diversifying the company's freight portfolio.
- Achieved the highest client onboarding rate (2020-21), accounting for 33% of team revenue.
- Acted as Key Account Manager for enterprise clients, fostering strong partnerships and ensuring client success.