

MADHURJYA BHARADWAJ

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CAREER OBJECTIVE

Product Manager (B2B SaaS and B2C e-commerce) who owns a product area end-to-end, builds, runs, and ships production AI agents rather than prototypes. Lifted funnel conversion +10% and cut delivery cancellations 25% on a consumer app by reshaping the operator-facing flow. Turns ambiguous, data-heavy problems into measurable business impact in small, fast-iterating teams.

EDUCATION

ESSEC Business School — Master in Management (Grande École) | Cergy, France 2023 – 2026

Relevant Coursework: Business Data Science, Python Programming for Business, Managing AI, Advanced Excel, Corporate Strategy, Practice in Strategy Consulting

Vellore Institute of Technology — B.Tech, Civil Engineering | CGPA: 8.48/10 (Top 15%ile) | Chennai, India 2016 – 2020

PROFESSIONAL EXPERIENCE

Air Liquide (Industrial Gases, €27B Revenue) Nov 2024 – Present
Product Manager Apprentice Paris, France

- **Shipped** a replacement enterprise system from discovery to live, as measured by a zero-downtime cutover and adoption across European field teams, by owning the PRDs, backlog and rollout, then owning reliability once it was running.
- **Shipped** a role-based secure-access feature, as measured by unblocking a contractual-data workflow no prior team had owned, by spotting the gap in a regional team and clearing it through Legal and IT governance.
- **Owned** user acceptance testing for a major enterprise product upgrade, picking the right testers across multiple teams in Europe, authoring test books that walked them through what to check and flag, and validating their results before go-live.
- **Automated** monthly reporting via a Power BI dashboard consolidating multi-source operational data, cutting manual effort by ~40% and giving leadership real-time KPI visibility.

L'Oréal Groupe (Top Global FMCG, €41B Revenue) Jan 2024 – Jun 2024
Data Product Owner Intern Paris, France

- **Rebuilt** analytics reporting for the **Top 20 markets**, as measured by one standardised set of Power BI dashboards, by writing the user stories and running the backlog to onboard Kantar, Nielsen and B2B sources into AWS.
- **Shipped** an AI fuzzy-matching agent that dynamically allocates **1000+ brands across 4 universes**, automating a manual mapping workflow and unlocking near real-time portfolio visibility.
- **Reconciled** conflicting category definitions across data from consolidators (Kantar, Nielsen, IQVIA) and **20+ markets** to produce one comparable market-share view, removing a recurring blocker to executive revenue decisions.

Spinny (Series E, Retail / E-commerce) Feb 2023 – Jun 2023
Business Analyst Gurgaon, India

- **Lifted** visit-to-token conversion **+10%** on Spinny's Hub mobile app, as measured by the showroom funnel it powered, by running discovery with frontline users and redesigning the flow that moved buyers from visit to token payment.
- **Cut** delivery cancellations **25%** by mining CRM leads data to reconstruct the token-to-delivery journey, isolating why customers cancelled after paying a deposit and handing the closure team a ranked set of cancellation drivers to run win-back against.

ZoomRx Inc. (Strategy Consulting, Life Sciences) May 2021 – Jan 2023
Associate Chennai, India

- **Ran** competitive benchmarking for global pharma clients (Janssen, GSK, Sanofi), measuring a brand's reach, share of voice, message & sales-rep effectiveness against named rivals, then converting the read into promotional recommendations for the client.
- **Scoped** go-to-market and launch studies for new drug entries, running cannibalisation analysis that separated whether projected market share would come from competitors or from the client's own existing product, feeding the launch decision.

PROJECTS

- **TeamZero — Co-founder Matching MVP (ESSEC, 2026):** Shipped a Lovable MVP helping ESSEC founders find first teammates; authored PRD and tech architecture, designed a rules-based matching engine across role/commitment/skill/industry/style with an admin dashboard.

SKILLS & CERTIFICATIONS

Product: Product discovery, product lifecycle (build and run), PRDs and user stories, roadmap and backlog prioritisation, experimentation and A/B testing, KPI/OKR design, production reliability and adoption, rollout and change management, stakeholder management across engineering, design, ops, sales and customer success.

Data & AI: SQL, Python, Power BI, Tableau, Looker, Excel; LLM-powered MVPs (Replit, Lovable, Glide), prompt engineering, AI agent deployment

Platforms & Tools: Jira, ServiceNow, Figma, AWS, GCP

Languages: English (Native, Bi-lingual) | French (Intermediate) | Hindi (Native, Bi-lingual)

Certifications: McKinsey Forward Program (2026) | Strategy Consulting Virtual Experience, BCG (2022) | AI for Product Management, Mind the Product (2025)