



Himanshu Rajiv Sharma

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Summary

Product and strategy leader with 7+ yrs building and scaling 0-to-1 digital products across FinTech, Online Travel, and Digital Media. Worked across MakeMyTrip, Protean eGov, Hindustan Times & Cardekho ranging from Business Analyst to Lead Product Manager. Specializes in product strategy, growth, and 0-to-1 product development.

Professional Experience

Lead Product Manager | MakeMyTrip | Gurugram

Oct 2025 – Mar 2026

- Signal Improvement for Agent-led Platforms: Enabled competitive pricing for 32K properties across 1200+ global destinations
- Creating 3-layer proactive monitoring system to shift to real-time crawl health visibility and accountability. Failure incidence down by 80%, turn around improvement by 70%.
- Ideated and managed Automation for competition property set for Meet & Beat (MnB) reports using multi-signal matching. Eliminated manual dependency and scaled mapping with >90% accuracy.

Senior Manager (Product) | Protean | Mumbai

Nov 2023 – Sep 2025

- Worked under Chief Products and Innovation Officer as Senior Manager.

HT Growth Manager | Hindustan Times | Gurugram

Oct 2021 – Nov 2023

- Worked on Digital Business and Monetization solutions for Digital Business of Hindustan Times.

Senior Business Analyst | Cardekho | Gurugram

Aug 2018 – Oct 2021

- Worked on Auto portals as Senior Business Analyst

Education

BTech (Computer Science & Engineering) – *Manipal University | Jaipur*

July 2014 – July 2018

Accomplishments and Awards

- HT: Digi-Star Performer Award - from CEO for leading LiveMint to #1 spot in digital revenue.
- Girnarsoft: Spot Award for Online Car Booking MVP - from President for unlocking new revenue stream.

License & Certifications

Gen AI Launchpad (8 weeks) by Build Fast with AI

Co/Extra-curricular

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