

Dewang Gogte

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Startup operator with experience across product, growth, and data

Education

Indian Institute of Technology, Kharagpur <i>B.Tech (Biotechnology) + M.Tech (Artificial Intelligence)</i>	8.50/10.00 <i>2018 - 2023</i>
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Work Experience

Iden Backed by Accel	Oct '25 – Jan '26
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Founder's Office | *Led cross-functional initiatives in a founder facing role*

- Won a marquee customer worth **\$20K** in incr. revenue by owning the full sales cycle from outreach to conversion
- Scaled top of funnel volume **5x** by automating lead generation, enrichment, and cold outreach pipelines end-to-end
- Worked with engineering, security, operations and sales teams to implement SOC 2 aligned practices and controls

Drip Capital Backed by Y Combinator, Accel	Jan '25 – Sep '25
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Risk and Strategy | *Formulated risk policies for a cross-border trade finance firm*

- Reduced credit decision TAT by **50%** for 2000+ customers by deploying a logistic regression credit scoring model
- Optimized two trade credit insurance portfolios valued at **\$100 M** each, conserving **\$300K** in net costs annually
- Enabled sustainable growth by balancing aggressive sales targets with robust and data-driven risk controls at scale

American Express	Sep '23 – Jan '25
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Digital Product Analytics | *Enhanced the digital experience for web and mobile platforms*

- Acquired **\$1.3M** in incremental annualized revenue by implementing optimizations in the SEO acquisition funnel
- Drove **50+** monthly acquisitions by optimizing webpage structure using a self-designed content analytics framework
- Coordinated **7** campaign launches across **15** geographies through data-backed insights, analytics and experiments

Ola Backed by Z47, Tiger Global, Softbank	Nov '21 – Jan '22
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Intern - Data Science | *Improved search accuracy on the Ola Foods app*

- Brought forth a **30%** increase in search accuracy by integrating a NLP model into the Ola Foods search algorithm
- Discovered **500+** product gaps on the app by setting up a dashboard to track availability of the offered products

Mobile Premier League Backed by Peak XV	Feb '21 – Jul '21
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Intern - Product Management | *Designed user roadmaps and improved ticketing workflows*

- Improved MoM user conversion by **10%** and retention by **6%** by minimizing zones of friction in the user journey
- Reduced service tickets by **15%** MoM and increased the net promoter score by **8%** through better in-app messaging

Leadership

11th Inter IIT Tech Meet <i>Captain - Product Management</i>	Jan '23 - Feb '23
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- Secured the **Gold medal** at Paradime Product Challenge; the first such time for IIT Kharagpur in a product event
- Conceptualized and prototyped an app marketplace; the only team invited to collaborate with the Paradime team

5th Inter IIT Cultural Meet <i>Captain - Theatre Arts</i>	Oct '22 - Jan '23
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- **Most successful** captain in institute history, clinched the **Theatre Arts Cup** and won medals in 4 of 5 events
- Managed a team of **50+** performers and a budget of **INR 1.1 Lakh** across the five events in the Theatre Arts Cup

Awards & Extra curriculars

- Recognized with the **Spotlight** award at **Drip Capital** (2025) for driving operational efficiency and cost savings
- Adjudged **Star Performer** at **AmEx** (2024) at the VP-level (team of 50) for detecting a traffic redirection attack
- Awarded the **Institute Order of Merit** at **IIT Kharagpur** (2023) - highest recognition for socio-cultural activities
- Among the **top 4** rank holders in the **Department** (2018-23); awarded a switch into an integrated M. Tech in AI
- **Best Volunteer** awardee out of a total of **450+** volunteers at **National Service Scheme** IIT Kharagpur (2018-19)
- **Most decorated** performer with 4 Gold, 1 Silver and 1 Bronze medals in the Inter-IIT Cultural Meets (2019-23)
- **Winners** at the IBM GreenHack (2020); built "Annapurna", an LSTM time series module to maximize crop yields
- Among the **top 36** teams out of **14,000+** teams at the Flipkart GRiD 2.0 (2020); invited to implement proposal