

# Vedant Lohbare

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## Highlights

Co-Founder @Shopify app with +\$3K MRR  
Nominated for Annual Product and Tech top performer at Razorpay  
Scaled RazorpayX corporate cards to 100+ Cr of monthly spends

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## Experience

### Jisr / Product Manager II

Apr 2025 - Present

*Jisr is a HR tech SaaS platform operating working 4000+ organisations in KSA region, foraying into Fintech SaaS now*

- Launched Travel and Expense management solution for KSA region
- Achieved **\$12k ARR** within 3 months of launch

### Clear (formerly ClearTax) / Senior Product Manager

Apr 2024 - Apr 2025

*Clear is India's leading fintech B2B platform for tax, compliance and B2B payments, processing ~10% of India's B2B invoices.*

- Scaled Supply Chain Product for enterprise customers such as Honda, BlueStar and Somany Ceramics.
- Owned roadmap, quarterly planning + OKRs and executive stakeholder alignment for a **0-1 vendor-side AP automation** (Vendor Onboarding + Vendor Portal).
- Shaped GTM with Sales/Marketing: defined ICP, positioning & SKU pricing; ran webinar-led motions supporting new enterprise conversions.

### Razorpay / Product Manager

Mar 2022 - Apr 2024

*Razorpay is India's biggest fintech platform enabling businesses to accept payments and manage money movement at scale.*

- Helped scale RazorpayX corporate cards from 1500 to 10k+ businesses and **100+ Cr** of monthly spends
- Led GTM around SaaS and travel spends which was a key driver in us reaching the 100Cr goal
- Launched 0-1 B2B Checkout Financing, conducted extensive market research and interviews with our B2B customers to create this unique proposition
- B2B checkout financing achieved a GMV of 10Cr in the first six months of inception.
- Managed quarterly roadmap of Line of credit products and grew them from 40 Crs to 120 Crs GMV in 2 quarters
- Worked closely with TSP and NBFCs to tailor to launch critical features for corporate cards and line of credit and vital for our growth

### **Orowealth / Product Manager**

Jan 2021 - Mar 2022

- Scaled alternate asset investment class product to 10+ Crs AUM
- Managed B2C app with 500K MAUs

### **Homzhub / Product Manager**

Jul 2017 - Jan 2021

- Hired #2 for Homzhub, generalist turned product manager.
- Joined in the first month of operations and grew to a team of 40+ across 3 cities in 4 years.
- Wore multiple hats in operations, sales and product to reach 5Cr ARR [Press release](#)

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## **Education**

### **B.E (Hons) in Industrial Engineering, Nagpur University**

2013 - 2017

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## **Side Projects**

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- [Hire Easy](#) - Career pages for Shopify Merchants 200+ customers
- [Calee](#) - Calendar integration 4000+ customers

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