

Entrepreneurial-spirited professional with expertise in product management, product marketing, and business consulting in fast-paced environments. Successfully demonstrated strong analytical and critical thinking skills with a problem-solving mindset, contributing to a dynamic and positive work environment. Experienced in high-stakes engagement with C-level management, embracing change, and driving innovation across diverse projects.

EDUCATION

Duke University **Durham, United States**
Master of Engineering in Engineering Management *Graduation Date: December 2023*
● Relevant Coursework: Product Management, Marketing, Design Thinking and Innovation, Competitive Strategies

Calcutta Institute of Engineering and Management (C.I.E.M) **Kolkata, India**
Bachelor of Technology in Electronics and Communication Engineering *Graduation Date: June 2018*

WORK EXPERIENCE

RadicalX **New York, NY**
Product Manager Intern ([Link](#)) *June 2023 - August 2023*

- Drove product vision and roadmap, defined feature specifications and prioritized product development efforts for the engineering, UI/UX, marketing and sales teams, launching the beta program for AI-driven SaaS product **20% ahead of schedule**
- Revamped website design and user experience by conducting A/B testing on Figma wireframes, **boosting engagement by 400%**
- Conducted comprehensive market research and competitive analysis, identifying key target segments and influencing marketing strategies that led to the **acquisition of 15,000+ pilot participants**, exceeding initial goals by **150%**
- Executed in-depth user research and financial forecasting, leveraging user feedback to identify gaps in product value proposition, leading to redefined pricing and positioning strategies that resulted in a **700% increase in beta sign-ups within 3 months**

Accenture **Bangalore, India**
Application Development Analyst *December 2020 - July 2022*

- Acted as a liaison between product and technical stakeholders to gather business requirements, write user stories and streamline the backlog for software development teams, delivering **200+ key features** for a \$50B global vendor finance enterprise
- Implemented a tracking system for key performance indicators (KPIs) to closely monitor and resolve critical project risks, resulting in a **89% decrease in project delays** and achieving **high stakeholder satisfaction of 98%**
- Led process automation by performing root cause analysis, **reducing manual work by 35%**, **saving \$100k** in operational costs
- Facilitated daily scrum for 7+ global cross-functional teams, **increasing team velocity by 65%** within 6 months

Application Development Associate *February 2019 - December 2020*

- Led a cross-functional team of 10 members, leveraging subject matter expertise to implement streamlined processes and provide operational support for system integrations, resulting in a **98% first-time pass rate in quality assurance (QA) tests**
- Defined test cases and acceptance criteria, and executed end-to-end user acceptance testing (UAT), achieving **100% adherence to service level agreements (SLA)** for incident response times on complex issues like access, transfers and payment failures
- Crafted comprehensive bug-fix and Standard Operating Procedure (SOP) documentation addressing 200+ service requests, resulting in a streamlined knowledge transfer and **30% faster onboarding** experience for new recruits

PROJECT EXPERIENCE

Sparc | *Design Thinking Student Consultant* ([Link](#)) *August 2023 - December 2023*

- Utilized design thinking strategy to create user stories and prototypes for MVPs, boosting **user engagement by 35%**
- Conducted **50+** cross-functional **stakeholder interviews** to understand their problems, map customer journeys, curate empathy maps and prioritize UX/UI features using Miro, resulting in a **56% decrease in customer churn rate**

Allay Therapeutics | *Product Marketing Student Consultant* ([Link](#)) *January 2023 - April 2023*

- Executed end-to-end market research to gain insights into industry trends and competitive landscape, resulting in a comprehensive Go-To-Market (GTM) strategy that secured executive buy-in and optimized product-market fit
- Analyzed 61 surveys and 6 interviews to identify customer needs and organize campaigns, boosting **product visibility by 30%**
- Built data driven dashboards in Tableau, utilized analytical skills to inform success metrics and recommended solutions for product growth through presentations, enhancing stakeholder understanding of **customer preferences by 50%**

LEADERSHIP EXPERIENCE

- **DEI Leadership (Accenture):** Orchestrated DEI campaigns by engaging 5,000+ employees, raising DEI survey scores by 35%
- **Student Mentor (Gradvine):** Guided 10+ students in international study applications, achieving a 95% program acceptance rate
- **Cultural Club Head:** Led team to 1st place in 20+ inter-collegiate cultural festivals, boosting club membership by 50%

CERTIFICATIONS AND SKILLS

Certifications: Certified Scrum Product Owner (CSPO®), Project Management Professional (PMP) candidate
Product Management: Product Roadmap Development, Data Analysis & Interpretation, Market Research, Pricing Strategy, User experience (UX), User Interface (UI), Prototyping, Customer Success, Go-To-Market (GTM) Strategy, Usability and A/B Testing
Project Management: Stakeholder and Vendor Management, Agile & Scrum Methodologies, Cross-functional Communication
Tools and languages: JIRA, Power BI, Tableau, ServiceNow, Visio, Azure DevOps, Airtable, Figma, Miro, ClickUp, Canva, Salesforce, Mural, Confluence, Notion, Microsoft Office Suite (Excel, Word, PowerPoint), SQL, Postman, HTML/CSS