

Amogh M Sabane

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PROFESSIONAL EXPERIENCE

Product Management Analyst
FlairX.ai

Jul 2024 - Present
Austin, TX

- Developed and implemented Monte Carlo simulations and regression analysis to predict sales trends, optimizing product pricing strategies and driving a 17% improvement in lead conversion rates.
- Utilized SQL to query and analyze large datasets, providing data-backed insights that informed product and marketing strategies for 5 new markets with a SOM of \$45M.
- Conducted competitor analysis of 15+ companies, leveraging statistical models to evaluate market positioning, pricing, and product offerings, influencing the strategic direction of the interview platform.
- Collaborated with sales, product, and leadership teams to drive data-informed decision-making, contributing to a 1.3x increase in qualified leads through automated social media campaigns.
- Managed the end-to-end development of B2B SaaS applications, using statistical forecasting models to drive strategic decisions and improve project timelines by 3 weeks.

Business Analyst
Quantiphi Analytics

Jul 2021 - Jun 2023
Bengaluru, India

- Spearheaded the regression-based analysis of customer onboarding data, identifying key factors impacting onboarding efficiency and increasing customer conversion by 32 basis points.
- Led the execution of 7 AI-enabled digital onboarding products, applying predictive modeling techniques to forecast product adoption rates and optimize resource allocation for banking and insurance clients.
- Utilized SQL to design and maintain datasets for customer onboarding processes, automating reporting functions and enhancing operational efficiencies across multiple teams.
- Designed and executed data analysis frameworks for user acceptance testing (UAT), ensuring product performance KPIs were met while delivering data-backed recommendations for product enhancements.
- Collaborated with cross-functional teams to implement data-driven business strategies that aligned with client needs, reducing onboarding timelines by 20% and increasing overall customer satisfaction.
- Collaborated with Google Cloud's global team to develop two innovative AI solutions—Video Deduplication and Watch Party— driving a 35% reduction in content redundancy and a 16% increase in user engagement.
- Conducted A/B testing for a metadata tagging solution, increasing ad click-through rates by 14% and repeat user visits by 23%.

PROJECTS

Optimizing Supply Chain Management using Data Analytics and Machine Learning

Sep 2024 - Nov 2024

- Implemented advanced data analytics and machine learning techniques to optimize inventory strategies, reducing waste and lowering holding costs by 20%, aligning with sustainable business practices.
- Derived predictive insights into purchasing and inventory strategies, enabling data-driven decision-making that minimized overstocking and enhanced procurement efficiency.

Improving Marketing Effectiveness through Customer Segmentation

May 2024 - Aug 2024

- Utilized SQL and Python to manipulate large e-commerce datasets and used data visualisation tools like seaborn to derive useful insights from the data.
- Clustered users to suggest products based on purchasing patterns resulting in an increase in targeted marketing campaign effectiveness and a boost in customer retention by accurately segmenting customers.

Optimizing Player Ratings and Transfer Predictions on FIFA 21

Aug 2023 - Nov 2023

- Applied Machine Learning and Data Analysis methods to understand the significance of different attributes that contribute to a player's overall rating enabling accurate prediction of transfer market replacements..

EDUCATION

- University of Texas at Austin, USA, Austin
Master's in Engineering Management, 2024.
- National Institute of Technology, Karnataka
Bachelor's in Chemical Engineering, 2021.

SKILLS

IT: Python, MS Excel, SQL, Tableau, Power BI, Jira, Agile, Scrum, SharePoint, Lean principles, UI/UX, QA support.

Business: Project Management, Product Management, Business Analysis, Customer Success, Stakeholder Management, Consulting, GTM Strategy, Communication, Leadership.

Certifications: Certified Cloud Practitioner Certification (AWS, 2021), Cloud Digital Leader Certification (GCP, 2022), Associate Cloud Engineer Certification (GCP, 2023), IBM Product Manager Professional Certificate (2024).