

Aditi Sharma

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Professional Summary:

With 8 years of experience in identifying, recommending and executing products/projects offering optimal value to businesses. Managing project managers, collaborating with stakeholders supporting development and execution of products/ projects offering unique value propositions boosting customer lifetime value.

Work Experience:

Maveric Systems Limited

Project Manager

02/2024 - Present

- Implemented tracking and reporting for project performance, resulting in a 25% increase in tracking efficiency.
- Streamlined internal processes related to project management, vendor management, and communications.
- Achieved a 20% increase in completion rates of the projects, by implementing a detailed tracking system and introducing Service Level Agreements (SLAs) across multiple teams.
- Managed project budgets, resources, and timelines to achieve a 20% improvement in project delivery efficiency, while also successfully initiating and managing the launch of the projects.
- Applied agile methodology and SDLC to drive 25% improvement in the team's productivity.

Amazon

Associate Product Manager

02/2021 – 02/2024

- Developed internal tools for Amazon using SDLC that reduced Global Trade Services (GTS) teams work by almost 35%.
- Implemented Auto ML for ASIN categorization, reducing manual work by 80%. While also, contributing to product road mapping and planning for future model enhancements and scalability.
- Meticulously checked for violations of compliance rules, regulations, and policies, initiating investigation and corrective procedures to maintain high standards of compliance in a dynamic retail environment.
- As part of the Agile Scrum team, I oversaw the classification of products based on regulatory compliance policies and standard operating procedures (SOP), contributing valuable ideas for process enhancements to improve efficiency, quality, and customer experience.
- Partnered with cross-functional teams to support and understand the requirements and drive project execution, while also tracking and reporting on product performance.
- In collaboration with the engineering and UI/UX team, supported the development and maintenance of knowledge management inventory tool, that helped sellers/ vendors in onboarding.

HP

Business Analyst

08/2016 – 02/2021

- Led process mapping, gap analysis, and workflow optimization initiatives, along with developing a comprehensive go-to-market plan, resulting in a sales increase of more than 30% of HP Printer Ink.
- Set clear objectives and tracked Key Performance Indicator (KPI) utilizing data to assess performance for the business development team to drive revenue growth, market expansion and customer acquisition.
- Partnered with Customer Service Liaisons, Account Management and Customers to identify and formulate User needs and expectations that drove growth in sales and promotional material.
- Actively worked with and managed a wide range of stakeholders in business and CRM teams that support units-on initiatives, planning, delivery issues, critical success factors and escalations for resolutions.
- Interpreted and analysed complex data sets, business requirements to provide competitive landscape on new product information.
- Led, mentored and developed a high performing business development team of 25, providing guidance, coaching and performance feedback.

- By closely working with Microsoft, I brought in the inclusion of shortcut keys that enabled quicker and faster responses by the customer support teams, reducing the resolution time by 50%.
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Skills:

Product Management | Agile Methodology | Equipped in SQL | Product Lifecycle Management | Product Development | Product Planning | Safe Agile Methodology | Product Requirements | Go-to-Market Strategy | Azure DevOps | Market Research | A/B Testing | Requirements Analysis | Product Roadmap | Product Strategy | Product Launch | Requirements Gathering | Change Management | Product Vision | Customer Relationship Management (CRM) | Jira | Advanced Excel | Amazon Web Services | Risk Management | Power BI | Stakeholder Management | Project Management

Education:

- Diploma in Product and Brand Management from IISDT
- Completed mini-MBA from International Business Management Institute, Berlin - Germany
- Sri Sairam College of Engineering - Electronics & Communication Engineering - Bachelor of Engineering
- Completed "Enterprise Design Thinking Practitioner" course from IBM
- Certification in "Scrum Fundamentals Certified", from SCRUMstudy
- Certification in "Project Management Professional", from Cybrary