

Nitin Sarawat

MBA May '24 (STEM), Approved H1-B

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Experienced Technical Product Manager with background in software development, AI/ML, cybersecurity, healthcare, B2C, B2B, SaaS, cloud solutions, focusing on product lifecycle management and data-driven cross-functional leadership.

SKILLS

Product Management:	JIRA, Agile, Product Lifecycle Management, Product Strategy, Product Roadmap, Feature Prioritization, Voice of Customer (VoC), AI Product Management, Customer Discovery, Product Analysis, A/B testing, SaaS, B2B, B2C, Gamification, PRD Spec, Stakeholder Communication
Programming:	Python, Numpy, Pandas, SQL, C++, Java, API, HTML, Excel, JSON, XML, CSS, JavaScript
Technical:	Figma, Tableau, Cloud Solution, Azure, AWS-EC2, S3, Kubernetes, SAP, GitHub, Cybersecurity
Design:	Wireframe, Mockups, User Journey, Rapid prototyping and Lean experimentation
Other:	Artificial intelligence (AI), Generative AI, ML (Supervised and unsupervised learning), Large Language Models (LLM), Spreadsheet Modeling, Software Architecture, Negotiation, UI/ UX
Certification:	Agile, AI Product Management, Technical Foundations-Product Managers, Customer Discovery

WORK EXPERIENCE

Boston University; Boston, USA Jan 2024 to Feb 2024

AI Product Manager, capstone project | Spearheaded development of AI heart disease prediction model using Python and scikit-learn machine learning (ML) algorithms, achieving 89% accuracy; focused on enhancing medical diagnostics.

Athenahealth; Boston, USA Oct 2023 to Dec 2023

Product Manager, capstone project | Boosted digital patient engagement by 25% using Tableau for data-driven user journey mapping, segment identification, and digital campaign strategy development, addressing UX pain points.

Adaviv; Boston, USA Aug 2023 to Sep 2023

Product Manager, capstone project | Strategized an AI technology Product-to-Platform transition, poised to increase platform adoption by 30% and enhance customer engagement by 40% via community engagement and feedback loop.

Werfen; Boston, USA June 2023 to Aug 2023

Product Manager, MBA Intern | Enhanced and automated CRM data analytics and streamlined data collection at a global healthcare diagnostic solutions company to improve strategy and market positioning.

- Drove product strategy by developing a customer segmentation-focused and KPI-centric solution, enhancing CRM sales strategic decision-making by 20% and strategic market positioning.
- Automated data analytics, saving over 60 manual hours, improving data accuracy by 30%, and enabling data-driven product improvements with SAP, Excel, and Power BI tools within 3 months.
- Conducted market research and competitive analysis to inform product strategy, drive product roadmap and prioritization, and enhance sales team effectiveness, resulting in a 20% increase in customer engagement.
- Led customer research, customer feedback and data analysis for product enhancements, identifying and integrating 10 business requirements into the product roadmap, leading to 15% surge in product adoption rates.
- Collaborated with a 10-member cross-functional team to drive product development through Agile methodologies, ensuring alignment of technical solutions with user needs and business goals.

Co.Lab; Boston, USA Mar 2023 to Aug 2023

AI Product Manager | Developed an AI-driven platform Minimum Viable Product (MVP) for job matching, increasing the precision of matching job seekers to job listings by 30% and addressing issues of bulk, unfocused applications.

- Developed an AI product PRD from VoC insights to streamline job description accuracy in a saturated job market.
- Crafted user stories and prioritized features for key stakeholders, targeting 20% increase in job description efficacy.

Innovate@BU Technology Development Program, Boston University; Boston, USA Nov 2022 to Feb 2023

Product Manager, capstone project | Executed customer discovery and market research for a dental technology.

- Led hypothesis validation and crafted a GTM, conducting 20 interviews to identify market segments and a value proposition for anxiety-reducing dental technology, emphasizing long-term benefits for patients and providers.

Rajaram Stone Crusher; India

Mar 2013 to Aug 2022

Product Manager, Growth | Implemented digital transformation initiative by developing CRM system and management information system (MIS) for B2B construction services company, boosting customer base and scaling business.

- Conceived a data-informed Go-to-market strategy (GTM) for 3 new products through market research, B2B customer engagement, customer feedback and customer analytics, resulting in a 20% growth in customer base.
- Led a multi-disciplinary team of 60 and directed ideation and launch of digital marketing campaigns, employing A/B testing and performance analysis, which optimized user acquisition costs and increased revenue 5X.
- Drove a 600% business growth over 8 years, by leveraging market insights to craft a robust data-driven product roadmap and B2B product marketing, aligning product offerings with market demands.
- Collaborated with cross-functional teams, including engineering, data analysis, sales, marketing, business development, and Go to Market, to derive market insights and prioritize product features to be customer-centric.

Symantec Corp (Norton Lifelock Inc.); Los Angeles, USA

Jan 2010 to Feb 2013

Product Manager | Led successful technology product launches and enhanced automation, testing, and quality of Norton cybersecurity digital products and cloud storage solutions.

- Spearheaded launch of 6 generations and product lifecycles of flagship tech products, including Norton Internet Security and Norton Antivirus, bolstering Norton's market presence and contributing to a \$1.7B revenue increase.
- Onboarded 300K customers by launching Norton Zone, a cloud storage product, leveraging Agile software development methodologies, valet security model, SSO architecture, and cloud integration via JSON-based APIs.
- Boosted SaaS subscription renewals by \$20M by developing customer-centric renewal reminder and product upsell messaging system, executing targeted A/B testing campaigns, and analyzing data to inform product roadmap.
- Reduced churn 10% and customer support calls 25% by leading 10-member, global team to redesign and implement SaaS subscription software components, closing licensing loopholes, and improving UX.

Symantec Corp (Norton Lifelock Inc.); Los Angeles, USA

Jan 2007 to Dec 2009

Lead Software Engineer | Software QA Engineer | Enhanced software quality and testing processes, contributing to significant savings and efficiency improvements while ensuring high standards in UX and product functionality.

- Streamlined software testing workflows by automating processes and developing tools through strategic wireframing, prototyping, and user testing, saving \$1M and reducing manual testing 30%.
- Enhanced customer satisfaction, customer targeting, and financial accounting for OEM accounts by embedding KPIs tracking in products, achieving a 30% improvement in tracking accuracy and reporting within a 12-month period.

EDUCATION

MBA (STEM), Digital Product Management GPA: 3.74/4.0, Dean's Scholarship

Expected May 2024

Boston University Questrom School of Business; Boston, MA

- Coursework: Product Design and Development, Platform Strategy and Design, Analytics for Managers, ML, Agile Management, Responsible AI, Generative AI, LLM, Deep Learning, Project Management, Green Belt Lean Six-Sigma.

MS, Computer Science (STEM)

December 2006

University of Southern California (USC); Los Angeles, CA

B.Tech, Computer Science & Engineering

June 2004

UP Technical University; India

CERTIFICATIONS

AI Product Management - AI Product Academy

Mar 2024

- AI product strategy and market analysis, machine learning, and fine-tuning large language models (LLMs).

Product Management Certificate - Product Manager Accelerator; Boston, USA

Nov 2023

- Product roadmaps, customer interviews, product requirement documentation, A/B testing, Go-to-Market (GTM).

Technical Foundations for Product Managers - Maven

Nov 2023

- Concepts included cloud computing, system design, APIs, API architecture, GraphQL, scaling, application architectures, microservices, JSON, Data models (SQL), Software development lifecycle (SDLC), and GitHub.
- Created a system design for Airbnb and Netflix and an e-commerce store data model.

Agile Professional Scrum Master Certification – Scrum.org

Sep 2023

Python, Tableau, Power BI, Data Manipulation with Pandas – Datacamp

June 2023