

SANYUKTA PAGARE

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OBJECTIVE

Innovative Product Manager with 5 years of experience in developing and launching cutting-edge solutions for the technology and transportation industries. Seeking a Product Manager role to leverage my expertise in data analytics, cross-functional team leadership, and product development to drive company growth.

EXPERIENCE

Lennox International

Product Manager/Business Systems Analyst

Richardson-Dallas, Texas

June 2023 – Current

Achievements:

- Successfully consolidated and organized over 200 reports and tables from Qlik into a comprehensive directory, facilitating a seamless transition to Power BI. This improved data accessibility for the sales team by 40% and enhanced the overall **user experience (UX)**.
- Developed a **minimum viable product (MVP)** for an inventory management algorithm, increasing sales of slow-moving items by 15% and improving customer satisfaction by 20%.
- Collaborated with a **cross-functional team** of 10 (engineers, sales, data scientists) to develop an algorithm in RStudio for real-time stock recommendations, reducing search time by 25%.
- Automated the recommendation process, improving sales activities for Customized to Order and Engineered to Order (CTO & ETO) packages, and reducing manual effort by 30%.

Responsibilities:

- Coordinated with the Power BI team to align on transition requirements and ensure the successful integration of data. This led to a 25% reduction in data inconsistency issues post-migration, demonstrating agile methodology and **end-to-end product development**.
- Execute Salesforce-driven projects to enhance data reporting and operational efficiencies, creating **product roadmaps** and dashboards.
- **Prioritize tasks** of managing comprehensive data cleaning for seamless integration with Rulestream, aiding configuration engineers.
- Utilize **KPIs** to determine insights on sales and customers, enhancing the Salesforce CRM platform for end-users, simplifying complex data into actionable insights using Azure DevOps.
- Gather **voice-of-customer interviews** to analyze sales data and identify underperforming product categories.
- Develop and implement a **product development process** to provide real-time stock recommendations, enhancing the accuracy and responsiveness of inventory management systems.
- Increase sales activities by **measuring KPIs** for a diversity of packages (CTO & ETO) within the organization.

Sanjay Pagare & Company

Product Manager

Nashik, India

March 2020 – July 2022

Achievements:

- Developed and implemented an innovative traffic management system through an **agile product development process**, improving operational efficiency by 20%.
- Played a key role in the planning and execution of 8 high-impact urban infrastructure projects, **prioritizing requirements** to improve public transportation accessibility and user satisfaction.
- Recognized for excellence in project management and strategic planning, leading to improved client satisfaction and successful execution of the **product roadmap**, resulting in repeat business.

Responsibilities:

- Collaborated with a **cross-functional team** of municipal authorities, architects, designers, and contractors to ensure project alignment with urban development goals.
- Prepared detailed reports and presentations to communicate findings of customers' satisfaction and make recommendations to clients and decision-makers, **defining KPIs** to measure success.
- Managed project timelines, resources, and budgets to ensure timely and cost-effective delivery of transportation planning projects, **aligning with the product roadmap**.

Indian Institute of Technology, Bombay

Product Manager/ Research Associate

Mumbai, India

July 2019 – February 2020

Achievements:

"InTranSE (phase II)" project, a collaboration between B2B organizations (IIT Bombay, IIT Madras, IISc Bangalore, and CDAC), funded by the Ministry of Electronics and Information Technology (MeitY).

- Successfully developed and deployed a desktop-based simulator for Intelligent Transport Systems, enhancing the **minimum viable product (MVP)** to reduce driver training time by 30%.

- Enhanced the communication capabilities between traffic and driving simulators, **prioritizing requirements** to increase simulation accuracy by 25% and user satisfaction by 20%.
- Streamlined financial management processes, **defining KPIs** to reduce procurement costs by 15% and save the project \$50,000.
- Conducted comprehensive data analysis, driving **data-driven decision-making** that contributed to a 20% optimization of traffic flow and a 15% reduction in congestion in key urban areas.
- Commended for cross-functional team collaboration, **managing the roadmap** to ensure successful project completion and a 25% increase in stakeholder satisfaction.

Responsibilities:

- Developed a cost-efficient desktop-based simulator for Intelligent Transport Systems, creating a **minimum viable product (MVP)** focused on trucks and two-wheelers in non-lane-based traffic.
- Developed a communication module that enabled two-way interaction between the traffic and driving simulator, **prioritizing requirements** to enhance driver training and safety/ITS applications.
- Conducted surveys, collected **voice-of-customer** data, and analyzed heterogeneous traffic to increase understanding of drivers' behaviors.
- Administered activities from **concept to launch** for InTranSE simulator, managing the product roadmap to ensure smooth project execution.
- Guided different **cross-functional teams** (Sales, Project Management, R&D, Product Management, Procurement, Legal, and Operations) in developing proposals and solutions, optimizing resource utilization by 15% and reducing project completion time by 20%.
- Conducted **A/B testing** on driver behavior utilizing simulation tools to compare the effects of different conditions, such as alcohol influence and sleep deprivation, on driving performance and safety.

Arin Designs

Product Manager

Pune/Delhi, India
July 2018 – July 2019

Achievements:

- Successfully designed bus terminals that improved accessibility for over 10,000 daily commuters, enhancing the **minimal viable product (MVP)** to reduce congestion and wait times by 20%.
- Implemented innovative design solutions, **prioritizing user requirements** to enhance safety and user experience, leading to a 15% increase in public transportation usage in the serviced areas.
- Managed schedules, allocated resources effectively, and controlled budgets to deliver the Pandharpur and Shirpur bus terminals 2 weeks ahead of schedule and 10% under budget, in alignment with the project plan.
- Recognized by municipal authorities for excellence in urban planning and community-focused design, effectively managing stakeholder expectations.
- Significantly contributed to securing additional funds of \$20K for future transportation projects by leveraging **KPIs**, which demonstrate the positive impact of the completed terminals.

Responsibilities:

- Strategized and designed bus terminals for Pandharpur and Shirpur towns, **prioritizing user requirements** to ensure universal accessibility and seamless access.
- Conducted site surveys and needs assessments to inform the design and planning of transportation infrastructure, utilizing **voice of customer insights**.
- Collaborated with a **cross-functional team** of 15 stakeholders to ensure compliance with urban planning regulations and community needs, effectively managing expectations.
- Developed a **minimal viable product (MVP)** to determine customer behavior and traffic flow optimization.

SKILLS

Tools: RStudio, SQL, and Python with expertise in utilizing tools such as Jira, SaaS, Google Suite, Microsoft Office, ArcGIS, SharePoint, Power BI, and Azure DevOps for comprehensive data analysis and simulations.

Certifications: Google Project Management Certificate (Coursera), Salesforce Certified Administrator (SCA), R (DataCamp), Google Analytics (Google), Introduction to Programming Using Python (Udemy), SQL (Udemy).

EDUCATION

The University of Texas at Dallas

Master of Science in Business Analytics

Richardson, TX
May 2024

Indian Institute of Technology, Roorkee

Masters of Technology, Infrastructure Systems for Transportation (Transportation Planning)

Roorkee, India
June 2018

College of Engineering, Pune

Bachelor of Technology, Urban Planning

Pune, India
June 2016