

RIDDHI SOLANKI

Product Management | MVP | Roadmap | User Story | PRDs | API | AI | B2B2C | Cloud | SaaS | CSPO | E-commerce

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SUMMARY

Dynamic & Data-Driven Product Management Professional with 5+ years of expertise in developing MVP, PRDs, & PLM

Led end-to-end development of 6 customer-centric data products & 3+ feature enhancements, including MVP for operational governance in Customer Solutions at Danone influencing \$10M+ in decisions for senior management

Seeking Product Manager position to bring cross-functional leadership & P&L data analysis skills to support your strategic goals

EXPERIENCE

Danone North America, NY

April 2023–May 2024

Product Lead/ Customer Operations & Experience, NY

Launched 4+ CX Customer Solutions products for both B2B & B2B2C segments, focusing on e-commerce Supply Chain KPIs, strategic M&A analysis tools, P&L integration, & resolved challenges with A/B testing

Achievements:

- As PM Lead & SME, improved on-time delivery & Agile Product Development process by 27% through 9+ **VoC** customer interviews across **cross-functional** teams & led product development & user adoption
- Successfully identified \$40M+ cost-saving opportunity by conducting analysis on Walmart, Amazon & other 100+ clients using PowerBI

Responsibilities:

- Established **product roadmap** on Aha! for Order Management System, resulting in 20% increase in efficiency of vendor management
- Launched **MVP** dashboard of \$10M+ for YOY comparison, **prioritizing** Governance **product metrics** in Supply Chain Operations
- Led 2+ feature improvements & PLM, **prioritizing product requirements PRDs** fostering user engagement & achieved 75% improvement in monitoring product allocation quantities & inventory management
- Orchestrated **product strategy** into actionable **Objectives & Key Results OKRs**, enhancing stakeholder alignment by 20% across functions, including Product, Engineering, UI / UX, Sales, Customer Solutions, Finance, & Marketing
- Revised Onboarding plan, resulting in 35% improvement in team productivity fostering diversity, inclusivity & entrepreneurial thinking

Capri Holdings Limited (Versace, Jimmy Choo, Michael Kors), NY

June 2022–December 2022

Product Manager/ Analyst

Managed 12+ Engineers & Project Managers, delivering product feature development of 700+ **RESTful APIs** suite from conception to delivery

Achievements:

- Led end-to-end **MVP** game development on Roblox partnered with Rockstar Games, offering actionable insights on product design
- Spearheaded on-time delivery of 2+ **User Stories** on Jira, through **cross-functional collaboration** across North America & Asia teams

Responsibilities:

- Incorporated **user needs PRDs** using Confluence, Cloud & SaaS integrations & created 100+ Application designs & data models
- Supervised detailed technical documentation for 700+ API wireframes, ensuring seamless data continuity post-acquisition of 3 firms
- Executed competitive analysis & UI/UX design insights via User Acceptance Testing UAT & developed strategic **roadmap** for **MVP** game
- Pioneered SCRUM providing **product vision** & solutions, thus achieving 25% process improvement & developed **KPI-based** report

Stevens Institute of Technology, NJ

June 2021–August 2022

Teaching Assistant, Data Management

Mentored 150+ students in project development as SME, fueled new ideas, promoted **product vision**, & organized boot camps to foster product enthusiasm and drive user engagement by 25%

R.R. Plast Extrusions Pvt. Limited, Mumbai

February 2017–December 2020

Product / Business Analyst

Facilitated comprehensive market analysis for developing **product design strategies**, resulting in 25% improvement in product relevance

Achievements:

Demonstrated 2+ RFPs & analyzed competitive offerings to implement differentiated product features, contributing to 15% increase in product competitiveness

Responsibilities:

- Represented extrusion machines & polymer products at international exhibitions, promoting client acquisition, user engagement & product tradeoffs, translated **customer feedback** into potential enhancements with Product Managers
- Established **Go-To-Market (GTM) strategy** and achieved 2x increase in product sales by deriving insights from analytics & visualization on consumer purchasing & satisfaction data using Salesforce & Tableau, & identified key clients eliminating bias in customer rankings
- Achieved 15% growth by illustrating **strong communication** with Engineers & Marketing teams, driving innovation, **product scope** & launch of face sheet masks, deriving consumer segmentation in B2C markets & enhancing sourcing & market strategies

EDUCATION

Stevens Institute of Technology, School of Business

Master of Science in Information Systems

January 2021–December 2022

GPA: 3.8/4.0

University of Mumbai

Bachelor of Engineering in Computer Science Engineering

July 2015–May 2019

GPA: 3.5/4.0

Professional Certifications

Certified Scrum Product Owner CSPO, SAFe 6.0 Product Owner Product Manager POPM, Lean Six Sigma Yellow Belt, Product Led-Growth

SKILLS

Product Management Skills: Product Roadmap, Product Vision, Product Development, Marketing, Product Life Cycle Management, PRDs, P&L, GTM, User Story, API

Subject Matter Expert: SME, CRM, Agile, Stakeholder Management, Critical Thinker, Problem Solver, SaaS, PaaS, B2B, B2C, SDLC, Waterfall, SCRUM, SWOT, ETL, Graphs, AI, ML

Programs and Tools: MS Office Suite - Excel, Word, PowerPoint, Teams, Slack, SharePoint, Azure, Jira, Rally, Aha!, Figma, Confluence, Asana, Monday, Visio, Draw.io, Hotjar, Hive, Amplitude, ZoomInfo, Cloud, Tableau, Power BI, Google Analytics, SQL, DAX, SAP, Salesforce