


DEVIKA ANIL

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PROFESSIONAL EXPERIENCE

Product Manager | Sprinto

Jun 2023 – Present

Sprinto is a Series B funded startup and emerging leader in the GRC & compliance automation space

- Led **R&D** of a proprietary common control framework **increasing support from 2 to 35 infosec standards** and privacy regulations, using continuous RICE based prioritization.
- Successfully implemented a **Dual-Track Agile process**, converting an initial **8-week delay into a 6-week lead** for the product team over engineering, enhancing efficiency and accelerating market entry.
- First end-to-end feature ownership—Audit Management & Communications—yielded a **70% boost in user engagement and adoption** within the existing module.
- Featured in numerous **product webinars** and YouTube content to demonstrate domain expertise, aimed at boosting brand recognition in the market.

Sr.Solution Engineer | Sprinto

Jun 2022 – Jun 2023

- Enabled **global sales success**, closing **~600K USD in ARR** in a span of 2 quarters by supporting sales deals that resulted in a technical win.
- Conducted **2 market entry experiments** for SMB & Mid-market segments, **boosting TAM by 56%**.
- Crafted **10+ sales collaterals** achieving a **consistent CSAT score of ~8 quarterly** for the assets.

Customer Success Manager | Sprinto

Nov 2021 – Jun 2022

- Handled a portfolio of **~60 customers** (SMB and MM segments) with **~750 K USD in ACV**.
- Maintained **95% of retention** and received positive review from 90% of the customers on the platforms like G2.
- Accelerated the employee onboarding period from **2 months to 2 weeks**, boosting their productivity by creating **product onboarding playbooks**.
- Published **45 technical how-to articles** to the Knowledge Base

Software Developer | Nuclei

Jan 2019 - Oct 2020

Nuclei is a B2B Digital Banking Solution

- Developed a Java-based bank marketplace, aggregating vital merchants (flights, hotels, buses), driving **70% of bookings** across **18 global banks**.
- Orchestrated design dialogues with merchant giants Cleartrip and Redbus (Seatseller), refining user journeys during a pandemic and enhancing booking journeys.
- Set up a custom **CI/CD pipeline** for microservices, yielding **60% faster deliveries** via automated testing, env. progression, and monitoring.

EDUCATION

Bachelor of Engineering in Computer Science | Ramaiah Institute of Technology, MSRIT

2015 – 2019

- Secured 9.06 CGPA
- **Published 3 research papers** in recognized journals like **IEEE** explore with **multiple citations** on **Deep learning** and **NLP** concepts
- Teaching assistant, School Tree Project for Juvenile Homes
- Lead Editor, Literary committee

SKILLS

Tools - Figma, Miro, Excalidraw. | **Strategy** - Market Research, GTM Strategy, Feature Prioritization, First Principle Decision making | **Data Analytics** - A/B Testing, Metabase, SQL, MixPanel. | **Team** - Jira, Agile Methodologies, OKRs, Stakeholders Management. | **Languages** - Java, Python, Golang. | **Infrastructure** - AWS, GCP, Kubernetes | **Information Security** - SOC2, ISO27001, GDPR, PCI DSS, HIPAA.