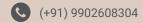
DEVIKA ANIL









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 adoptio**n 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.