**Parag Amrutkar**

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*2025 MBA graduate with extensive software product management experience*

EXPERIENCE

SPECTIO, Seattle, WA **(MBA Internship)** Jun – Sep 2024

AI-powered project management platform for efficiently building data products (dashboards, root cause analysis, etc.)

Product Manager

* Launched Spectio’s first industry starter product kit with 50+ banking-specific KPIs and data requests­­—sourced from annual financial reports and validated through user interviews—to cut customer’s onboarding time by 40%.
* Reimagined UX with AI co-pilot by defining product requirements and partnering with engineering to leverage open-source LLMs, achieving 68% user adoption and 3x faster data request creation (30→10 mins).

Microsoft, Redmond, WA **(MBA Consulting Project)** Jan – Mar 2024

Growth Product Management Consultant

* Proposed 3 new customer segments (K-12 after-school programs, STEM camps, and corporate training) through market analysis and customer segmentation of $2.3B game-based learning market (22% CAGR) to diversify revenue beyond classroom licensing and reduce Office 365 bundling dependency by 15%.
* Identified product gaps through competitive benchmarking, shaping strategic product roadmap.

Deloitte DIGITAL, Pune, India Aug 2019 – Jul 2023

Technical Product Manager (Consultant), E-commerce Platforms and Operations

* Launched omni-channel shopping experience for large-scale, in-person company events by mapping customer journeys and creating user stories, growing YOY sales by 120% and cutting offline checkout times in half.
* Overhauled end-to-end product search experience by analyzing customer behavior and incorporating customer feedback to enhance product discoverability and UX, boosting search-to-purchase conversion by 15%.
* Enhanced e-commerce fraud detection by designing technical architecture for integrating AI-driven prevention tool, expanding risk assessment from 3 to 10+ identity fields and minimizing reliance on manual reviews.
* Collaborated with cross-functional teams (design, engineering, marketing) to redesign homepage experience, achieving 30% reduction in bounce rates and 10% increase in average session duration.
* Led strategic planning and execution of SAP Commerce Cloud upgrade, enhancing system performance by 25%.

Software Engineer (Analyst), E-commerce Platforms and Operations

* Simplified cumbersome 5-page customer registration flow into single-page experience by eliminating 50% form fields, supporting client’s goal of increasing premium subscribers and boosting conversions by ~35%.
* Led product subscription feature development including user story creation, implementation, and payment integration, leading to 1.2x increase in customer lifetime value and reducing monthly churn by 18%.
* Elevated code quality to 85% (5% above target) by establishing early-stage quality reviews and training team on code quality tools, enhancing client trust and contributing to $5.5M project contract extension.
* Automated software deployment by aligning stakeholders on scheduled operations and introducing deployment notifications through Microsoft Teams, saving $60K in fixed costs.

EDUCATION

Foster School of Business, University of Washington, Seattle, WA Jun 2025

Candidate for Master of Business Administration, Management Science (STEM)

VISVESVARAYA NATIONAL INSTITUTE OF TECHNOLOGY, Nagpur, India May 2019

Bachelor of Technology, Civil Engineering

ADDITIONAL INFORMATION

* Certifications; AI Agents, Product Management Fundamentals, Gen-AI for Leaders, SAP Commerce Cloud.
* Programming languages and tools: *Java, Groovy, SQL, Git, Microsoft Suite, JIRA, Agile, API.*
* Captained tennis team for undergraduate intercollegiate tournaments; won 3rd place among 20 colleges.