



Akanksha Prasad

premium

Featured



Value Discovery Manager seeking roles in Product Management,Stakeholder Management,Client Management,Business Analysis,Requirement Gathering,Process Improvement,Product Strategy,Technology Management,Digital Transformation,Scrum Master

Current Designation: Value Discovery Manager
Current Company: Pandocorp Private Limited
Current Location: Mumbai
Pref. Location: Mumbai,Bengaluru / Bangalore,Hyderabad
Functional Area: IT Software - Application Programming / Maintenance
Role: Product Mgr
Industry: IT-Software/Software Services
Marital Status: Single/unmarried
Key Skills: Value Discovery Manager,Product Manager,Product Management,Stakeholder Management,Client Management,Business Analysis,Requirement Gathering,Process Improvement,Product Strategy,Technology Management,Digital Transformation,Scrum Master
Verified : Phone Number | Email - id

Last Active: Jan-Mar 2021 Last Modified: Jan-Mar 2021

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Summary

Result-oriented Professional with over 5 years of experience in Product Management,Stakeholder Management,Client Management,Business Analysis,Requirement Gathering,Process Improvement,Product Strategy,Technology Management,Digital Transformation,Scrum Master

Work Experience

• Pandocorp Private Limited as Value Discovery Manager May 2020 to Till Date

Leading development of customer centric solutions focused on market fit, sales conversion and adoption of freight management platform by collaborating with cross functional teams

Product Strategy

- * Developed a Track and Trace product for tracking vehicles with ETA/ETD notifications and reports, piloted with tracking of 200 trucks
- * Conceptualized API-driven courier management to manage 8 courier partners on a single platform, reducing manual efforts by 75%
- Collaborated with design, implementation, product and support teams to prioritize features and determine technical feasibility
- * Achieved 21% increase in freight cost savings by analyzing transactional data and modified dispatch planning optimization algorithm

Customer Understanding and Product Design

- * Demonstrated customized demos to customers resolving their industry specific logistics issues leading to sales worth INR 1.5 Cr.
- Created wireframes and designed the user journey after gathering customer requirements and analyzing their pain points
- * Devised role-based analytical dashboards and defined key KPIs to track performance metrics reducing time-to-market by 24%
- * Enhanced user experience of a multi-modal planning tool by suggesting new features based on insights gathered from customer feedback

Stakeholder Management

- * Enabled market entry in Sri Lanka after evaluating 10+ IOT device vendors for GPS tracking and temperature monitoring
- * Presented demos to customers and liaised with 200+ stakeholders across organizations: CXOs, middle management and on-ground team
- * Built top of the sales funnel and increased the qualification rate by 20% by streamlining on-boarding process and training new SDR hires

• Tata Consultancy Services as IT Analyst Jun 2014 to Mar 2019



Important

- Using Free CV Search you have access to featured candidate profiles of Naukri. You can browse through the profiles and email the candidates of your choice directly using the email option provided. To prevent misuse of candidate information, contact details and attached resume of the candidates have been withheld.

4.5+ years of experience in developing database solutions for migration of sales CRM product, handling insurance claim payment processes and managing an agile team ensuring project delivery

Product Development and Innovation

- * Integrated speech-to-text conversion for a mobile application that enabled sharing of notes among contacts of 2100+ sales users
- * Led a cross-functional team of 5 to develop an event management system that hosted 20+ TCS internal events/yr
- Automated email invites, logistics planning and seating arrangements for all participants; tracked attendance for all invitees
- * Designed database architecture of Sales CRM application, comprising of 7 modules, to replace existing Internal Oracle Siebel CRM system
- * Reduced payment cycle from 6 days to 3 days for health insurance claims by developing Single Window payment system
- * Defined MVP for an automated billing system to track usage of analyst research reports reducing manual reconciliation efforts by 95%
- Prioritized backlog, translated stakeholder requirements into user stories, removed bottlenecks & ensured defect free deployments
- * Increased adoption of the in-house CRM system by 20%; Collaborated with 20+ sales users and 7+ product owners to increase usage

Process Improvement

- * Reduced sales application downtime by 400% by automating code deployment process through implementation of CI/CD
- * Achieved 30% reduction in landing page response time through database tuning and query optimization techniques
- * Led a team of 3 and implemented data masking and data encryption to achieve GDPR compliance within stringent timeline of 2 weeks
- * Reduced customer complaints by 35% by identifying bugs in policy risk upload system and facilitating roll out of fixes in production
- * Prepared test cases for User Acceptance Testing (UAT) and supported rollout of Bhamashah insurance scheme, Govt. of Rajasthan

Achievements & Leadership

- * Best Team Award for highest CSAT - 1/9 of the winning team out of 140 participants. Led the team as scrum master.
- * Certified Professional Scrum Master I by Scrum.org. Received Special Initiative award (3/70) from TCS for giving talks on Agile adaption

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Education

UG: **B.Tech/B.E (Electronics/Telecommunication)** from **GH Rasoni College of Engineering, Nagpur** in **2014**

PG: **PGP (Marketing and Information Management)** from **Indian School of Business** in **2020**

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Affirmative Action

Category: **General**

Physically Challenged: **No**

Work Authorization

Job Type: **Permanent**

Employment Status: **Full time**

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