

## SUMMARY

**Individual Contributor** experienced in ideating, developing, and launching technical solutions in E-commerce, Consumer Goods, and B2B Supply Chain domains. A great collaborator, able to operate across various teams - Business Stakeholders, Engineers, UX Designers, and Data Scientists. Passionate about being part of a team and assist them to make strategic decisions based on data-driven analysis. Looking for a full-time role as a Product Manager or Technical Program Manager.

## PROFESSIONAL EXPERIENCE

**Wayfair LLC | Boston, MA (Domain: E-commerce)**

6/2020 – Present

*Analytics Product Manager Co-op – Competitive Intelligence*

- Defined a scalable metric to help merchandising team prioritize most relevant competitor products to be added to Wayfair's catalog. The metric is estimated to be highly correlated (0.88 correlation coefficient) to competitors' product popularity.
- Introduced sprint calendar, complexity-based story points estimation and created new sprint metric dashboards that allowed the teams to achieve 25% increase in productivity.
- Made design decisions to build a consumer-facing Curated Data Layer in the Google Cloud Platform that allowed retrieve data 200 times faster than a typical SQL server. Envisioned the database schema to meet business requirements.
- Built the 'Algo vs Spreadsheet' report to identify 'point of failure' in the ML matching pipeline that proposes equivalent Wayfair SKU for all competitor products; aiding 100% faster matching rate and USD 1M/year cost savings in a long term.
- Refactored an analytics product that reflects Wayfair's position on Google SERP for SEO and SEM. Built new features for calculating Wayfair's PLA (Product Listing Ad) performance compared to its major competitors.
- Designed API interfaces to support Wayfair's microservices-based architecture; serving petabytes of competitor data to internal stakeholders in a consumable format to help maintain competitive pricing and selection for Wayfair's products.

**University of Washington, InfoSeeking Lab (<http://fate.infoseeking.org/>) | Seattle, WA**

10/2019 – 6/2020

*Project Manager – Data Science*

- Led a team of 8 in a research project on 'Information Retrieval' to develop a framework that aims to produce personalized results of search queries while maintaining a certain level of fairness in a recommendation system.
- Launched an interactive game on Facebook to analyze people's preferences between biased and non-biased recommendation systems. Built project roadmap, performed statistical analysis, and documented results.

**IBM India | Kolkata, India (Domain: B2B Supply Chain)**

1/2015 – 4/2017

*Technical Program Manager*

- Designed pricing schema for personal care products in European market; resulting in 20% higher sales.
- Developed a program to monitor product age in outgoing delivery, that resulted in 90% less returns caused by low shelf life.
- Launched invoicing routines and smart-form based invoice layouts for 20 European countries.

**ITC Infotech | Kolkata, India (Domain: Consumer Goods)**

7/2011 – 1/2015

*Product Owner/ Consultant*

- Automated an Order-to-Cash workflow that resulted in 35% rise in fulfillment rate for B2B customers.
- Optimized truck-load utilization, created new KPI to reduce the number of trucks required by 25% for outgoing delivery.
- Eliminated an average of 5 million (INR)/year fine by implementing automated Waybill for inter-state stock transfers in 29 Indian States.
- Performed QA of newly developed programs, conducted User Acceptance Testing and provided post "Go Live" support.
- Automated the secondary sales reporting process; resulting 15% higher demand planning accuracy and 90% less operational cost.

## EDUCATION

**Master of Science in Information Management, University of Washington, Seattle, WA; GPA: 3.9 Graduated 8/2020**

**Bachelor of Technology in Electronics & Communications Engineering, Kolkata, India  
West Bengal University of Technology; GPA: 3.77**

Graduated 6/2011

## ACADEMIC PROJECTS

11/2019 – 6/2020

- Designed a BI system including data profiling, dimensional modeling (Visio), ETL (SSIS), Query (SSMS), and data visualization (Tableau) to answer business questions on sales/profit analysis based on locations, distribution channels and products.

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- Created a Microsoft Azure cloud migration strategy for an online Real Estate company to handle the seasonal surge in traffic and a huge amount of listing images. The project involves a strategic model as well as technical cloud architecture.
- Analyzed the impact of Progresa program on the schooling rate of Mexican Villages with before-after, cross-sectional, and difference-in-difference estimators. This program was initiated by the Government to incentivize poor families for sending their kids to school.
- Built a 95% accurate classification model using logistic regression to predict whether a breast tumor is benign or malignant. Improved the accuracy and false-negative rate by using SVM and tuning hyperparameters.

## HIGHLIGHTS

- **Product Skills:** Requirement Analysis, Defining User Stories, MVP Feature Prioritization, Product Road Mapping, Application Programming Interface, System Design, Sales and Distribution, Go-to-Market Strategy, Web Analytics, Product Development, Product Launch, Agile Methodologies, Cloud Computing, Decision Making, Active Listening, A/B Testing.
- **Data skills:** Interactive Dashboard Building, Data Analysis, Hypothesis Testing, ML Algorithms, ETL, Data Warehousing.
- **PM Tools:** JIRA, Confluence, MS Project, eazyBI, Trello, Slack, Microsoft Teams, Zoom.
- **Data Tools:** Tableau, RStudio, Jupyter Notebook, Google Analytics, Advanced MS Excel, Power BI, Google Data Studio.
- **Programming/Query Language:** R, SQL, Python, Google BigQuery.
- **ERP/DBMS/Cloud Tools:** SAP, Swagger API, SSMS, SSIS, Vertica, Azure Dev Ops, GCP, Visual Studio.
- **Volunteer leadership roles:** Led initiatives at Project Athena (<https://athena-project.life/>), Ran a GRE meetup group, Served at Washington Talking Book and Braille Library to help distribute audio books among visually impaired people in Washington State (July 2018 – April 2019).