**EXPERIENCE**

**Product Manager III, Company Name** , USA **June 2020 – Present**

* Launched a revolutionary API product, generating $XX.XM in annual revenue and ensuring continuous growth.
* Established an API marketplace, driving a AA% YoY increase in partner integrations and YY.Y% YoY growth in add-on revenue.
* Implemented a product-led growth strategy, converting ZZ.Z% of free accounts to paid subscriptions for an additional $X M in annual revenue.
* Collaborated with senior leadership to refine the product vision, establish KPIs, and create a 3-year strategic roadmap.
* Led UX research and development for a one-click checkout experience, targeting a total addressable market exceeding $YY.YM.
* Achieved the DocuSign hackathon award for three consecutive years and filed two US patents, enhancing company product portfolio.
* Established a feedback loop between Product and Sales, reducing opportunity closure time by X%.

**Software Engineering Intern, Company Name,** USA **May 2018 - Sep 2018**

* Engineered an algorithm to enhance payment processing via partner ACH systems, boosting throughput by XX% through optimization of the BERT algorithm.
* Developed a web app MVP for a store delivery platform, utilizing React and Redux to create and manage deliveries efficiently.
* Functioned as a scrum master, leading retrospectives and elevating developer productivity by Y% through the implementation of pair programming strategies.
* Collaborated closely with the Product team to seamlessly migrate over XX K users from the v5 to v6 platform, leveraging background jobs for a smooth transition.

**Co-Founder: Company Name,** India **Oct 2017 - May 2019**

* Established the business from the ground up, devising the pricing strategy and business model, resulting in an annual revenue of $Y K.
* Overhauled the go-to-market strategy by conducting online Ad experiments and implementing omnichannel marketing, leading to a XX% increase in sales and a X% boost in distribution revenue.
* Analyzed historical data to identify a significant flaw, crafting a business strategy that saved $YY annually.
* Personally funded undergraduate college tuition through the profits generated by the business.

**LEADERSHIP & MENTORSHIP**

**President, Business Analytics Club, California State University,** USA  **Dec 2019 - Dec 2020**

* Founded the inter-university Business Analytics forum to assist international students in achieving collaborative growth.
* Developed a mentorship program for over 60 aspiring Product Managers and Business Analyst to assist in interviews and workplace.

**SKILLS**

* Tools: Postman, Swagger, Snowflake, Jira, Confluence, Figma, Tableau
* Languages: Python, MATLAB, C, SQL
* Skills: Design thinking, Pricing strategy, GTM motion, API design, Agile, A/B Testing, Data Analysis, Google Analytics, Road mapping, Prioritization, Business strategy
* Framework: Angular, Django, Flask, Ruby, Apache

**EDUCATION**

**University Name**, California, USA **August 2024 – May 2026**

Master of Science – Business Analytics

*Coursework: Data Analytics, Data Mining, Project Management*

**University Name,** Chennai, India **August 2015 – May 2019**

Bachelor of Engineering – Computer Science

*Coursework: DBMS, Computer Science, AI*