

Aditi Parvati

Lebanon NH | +1 (603)-322-1700 | aditiparvati27@gmail.com | [LinkedIn](#)

EDUCATION

Dartmouth College <i>Master's Degree, Engineering Management</i> <i>Coursework: Marketing, Product Management, Operations Management, Strategy, Technology Assessment, Negotiations</i>	Dec 2026 <i>Hanover, NH</i>
Dayananda Sagar College of Engineering <i>Bachelor of Engineering, Electronics and Communication Engineering</i>	Jun 2024 <i>Bengaluru, India</i>

WORK EXPERIENCE

Apsona Inc. (B2B SaaS) <i>Associate Product Manager</i>	Sep 2024 - Aug 2025 <i>Bengaluru, India</i>
<ul style="list-style-type: none">Improved Technical Sales and Revenue Operations efficiency by reducing invoice processing time by 80% through redesign of Salesforce-based quote-to-cash workflows, supporting \$6M ARR and 4x ACV growthGenerated \$1.5M in upsell revenue and reduced delayed payments by 67%, by designing and implementing end-to-end renewal lifecycle workflows that automated customer communications, streamlined procurement processes across 1800+ accountsDrove 60% increase in AppExchange inbound leads by optimizing listing based on platform algorithm research and competitor analysis, collaborating with stakeholders and leadership to refine messaging and visual presentationPresented a business case and technical integration plan for ACH payments (via Stripe) to the leadership team, securing approval and leading implementation, cut manual case handling by 30% and improved the user experience for 1,800+ customersEnabled a 5-person Renewals team to proactively identify at-risk accounts and improve accountability as measured by account health score tracking, by building and analyzing KPI dashboards to track retention, renewal velocity, and revenue forecastingResolved 75% of support cases without escalation by implementing AI-powered knowledge base using company documentation and past ticket data, reducing support team workload by 20+ hours/week	

Kinara Capital <i>Product Development Intern</i>	May 2024 - Jul 2024 <i>Bengaluru, India</i>
<ul style="list-style-type: none">Reduced CRM platform costs by 80% while enhancing service capabilities through vendor cost analysis, by leading stakeholder interviews and market research to evaluate 10+ open-source CRM vendors against business and technical requirementsCoordinated cross-functional workshops and prepared BRDs to align engineers, operations, and compliance teams, guiding the development of a new Loan Management System supporting expansion to new customer segments	

The Media Ant <i>Product Manager Intern</i>	Feb 2024 - May 2024 <i>Bengaluru, India</i>
<ul style="list-style-type: none">Accelerated time-to-market by ~25% for features representing \$2.2M in ARR as measured by sprint velocity and release cadence, by building a product and business roadmap using RICE prioritization for 85+ featuresReduced manual campaign setup effort by 70% as measured by time-tracking studies, by translating user research and stakeholder feedback into UX wireframes for a campaign-planning tool and authoring 75+ user stories with detailed acceptance criteria, ensuring cross-functional alignment and efficient feature execution	

BlackBerry India Pvt. Ltd. <i>Backend Developer Intern</i>	Jul 2023 - Aug 2023 <i>Bengaluru, India</i>
<ul style="list-style-type: none">Developed a proof-of-concept and designed an MVP for passwordless authentication using secure REST APIs; presented to BlackBerry's Cloud Security team to inform future product direction	

PROJECTS

Dartmouth College - LLM Marketing Strategy Assessment <i>Project Manager</i>	Sept 2025 - Nov 2025 <i>New York, New York</i>
<ul style="list-style-type: none">Influenced \$800K AI marketing technology investment for Fortune 500 financial services client, by leading strategic assessment of 10+ AI/LLM marketing platforms to combat declining traditional search visibility.	

AI Guided Echocardiography <i>Team Lead</i>	Aug 2022 - Mar 2024 <i>Bengaluru, India</i>
<ul style="list-style-type: none">Led a cross-functional team of engineers from 3 departments to design an AI-guided ultrasound solution addressing sonographer shortage in rural India; secured provisional patent and achieved 'Most Innovative Project' at a national conference.	

SKILLS

- PM Skills:** Stakeholder Communication, Agile and Scrum Methodologies, Data Analytics, Pricing Strategy, Project Management, Product Management, Market Research, Wireframing, UI/UX Design, Go-to-Market (GTM), User Acceptance Testing
- Tools:** Tableau, Microsoft Office Suite (Word, Powerpoint), SQL, Salesforce, Figma, Jira, Google Analytics 4, Microsoft Clarity

LEADERSHIP ACTIVITIES

Co-founder - Wonga Finance: Promoted financial literacy among 500+ college students by building an educational community and coordinating 130+ sessions and webinars with guest speakers educating students on investments and passive income strategies