AJINKYA DESAI

ajinkyandesai@gmail.com • +14088298940 • Santa Clara, CA, 95050, USA https://github.com/ajinkyadesai-git

PROFESSIONAL SUMMARY

Product professional with 3+ years of experience in analytics, product strategy, and cross-functional collaboration. Skilled in translating data and user insights into impactful product decisions and go-to-market success.

EXPERIENCE

eWAKA Inc.

Santa Clara, CA

July 2025 to Present

- Product Analyst (PostgreSQL, Python, Looker, GCP)
- Developed data infrastructure and dashboards to monitor fleet performance and rider behavior, enabling an 18% increase in uptime and a 12% reduction in downtime through data-driven, pragmatic solutions aligned with technical operations.
- Analyzed data requirements and customer sales trends to support product adoption strategy, collaborating cross-functionally to ensure consistent, committed execution across stakeholders.

BoxPower Inc

Santa Clara, CA

Product Manager (Product Analytics, Product Strategy, PowerPoint, Excel)

July 2024 to Dec 2024

- Delivered 20% faster product launch and 40% higher market visibility by building go-to-market KPIs and standardizing ecommerce campaign metrics.
- Collaborated with marketing and engineering to streamline CRM workflows, enhancing sales tracking accuracy and supporting a 20% faster product launch.

Mastek (Formerly Evosys) Private Limited

Gujarat, Ahmedabad

Technical Consultant L1 – Product (Mobile Apps, Product Analytics, React-Native, Java, Swift)

April 2019 to October 2021

- Spearheaded mobile product integrations across EMEA, driving \$1M+ in revenue uplift by analyzing data and solving problems through a consistent, results-focused adoption strategy.
- Designed experiments and dashboards to report legal requirements, guide executive leadership, and align product efforts with goto-market and technical operations goals.

ACADEMIC PROJECTS

Recommendation System Using ML (Snowflake, NumPy, Pandas, Keras, TensorFlow)

Sept 2024 to Dec 2024

• Built a collaborative filtering engine; increased engagement by 35% across test users.

Palo Alto Networks Data Scientist Practicum (GCP, Web Scraping, Pipeline, Tableau, 10K/10Q)

Feb 2024 to June 2024

• Delivered finance-aligned insights for executive leadership by analyzing 10-K/10-Q data infrastructure; reduced analyst hours by 80% and created a scalable bond yield benchmarking tool.

US Car Accidents Data Science Project (VS Code, NumPy, Pandas, Matplotlib, Seaborn).

Sept 2023 to Dec 2023

• Predictive Analytics of 7.7 million accident records using Python tools to find patterns that improved traffic safety and business operations by 60%.

Google Bella Beat Data Analytics Capstone Project (Jupyter Notebook, Power BI, R)

Feb 2022 to July 2022

 Administered analysis using Jupyter Notebook of healthcare company Bella Beat's application database achieved a 20% increase in growth opportunities.

EDUCATION

Santa Clara University Leavey School of Business

Santa Clara, CA

Master of Science in Information Systems

June 2025

Relevant Coursework: Applied Data Science, Gen AI, Machine Learning, Software Product Management

• MIT Academy of Engineering

Pune, MH

Bachelor of Engineering

June 2017

SKILLS AND TOOLS

- Core Skills: AI, GTM, Finance, Data-Driven, Mathematics, Go to Market, Data Analysis, Analyzing Data, Customer Sales, Product
 Adoption, Business Strategy, Data Infrastructure, Strategic Direction, Technical Operations, Go-to-Market Strategy, Designing
 Experiments, Stakeholder Management, Business Acumen, Statistics, Executive Leadership, Data Requirements, Management
 Skills, Solve Problems
- Tools: BI Tools like Power BI, Salesforce, Tableau, SQL, Python Programming Language, BigQuery, Visual Studio Code, Jupyter Notebook, MS Excel, PowerPoint, Jira, Snowflake, Looker

CERTIFICATION AND ACTIVITIES

- Google Professional Data Analytics and Project Management Certification
- Scrum Alliance Certified Scrum Product Owner (CSPO)
- VP, AI Club led 3+ campus-wide events on ML and LLM product development