AJINKYA DESAI
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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*
Product Analyst *(PostgreSQL, Python, Looker, GCP)*   *July 2025 to Present*
- Spearheaded a digital transformation by defining the operating model, articulating value propositions and user stories, and delivering a Looker dashboard—boosting fleet uptime by 18% and reducing downtime by 12%
- Managed multiple projects end-to-end: organized user-experience workshops, built SQL/Python pipelines, and delivered clear written communication—driving a 22% increase in new-user adoption.

BoxPower Inc   *Santa Clara, CA*
Product Manager *(Product Analytics, Product Strategy, PowerPoint, Excel)*   *July 2024 to Dec 2024*
- Led digital product development: defined user stories, value proposition, and agile operating model; ran sprint planning and demos—accelerating product launch by 20% and increasing market visibility by 40%
- Streamlined CRM workflows by managing cross-functional projects, authoring process documentation, and conducting trainings: improving sales-tracking accuracy by 25% and reducing follow-up cycles by 30%

Mastek (Formerly Evosys) Private Limited   *Gujarat, Ahmedabad*
Technical Consultant L1 – Product *(Mobile Apps, Product Analytics, React-Native, Java, Swift)*   *April 2019 to October 2021*
- Drove Digital Product Development for EMEA mobile integrations: articulated user stories, coordinated marketing and engineering, and built product-operations dashboards—generating $1M+ in new revenue and cutting compliance review time by 30%
- Orchestrated A/B experiments and crafted executive dashboards with concise written summaries—aligning product metrics with go-to-market goals and improving stakeholder satisfaction by 15%

ACADEMIC PROJECTS

Recommendation System Using ML *(Snowflake, NumPy, Pandas, Keras, TensorFlow)*   *Sept 2024 to Dec 2024*
- Defined value proposition and user-experience flow; authored user stories and led Digital Product Development: boosting test-user engagement by 35%

Palo Alto Networks Data Scientist Practicum *(GCP, Web Scraping, Pipeline, Tableau, 10K/10Q)*   Feb 2024 to June 2024
- Architected a GCP ETL pipeline, crafted end-to-end user stories, and delivered an interactive Tableau benchmarking tool: cutting analyst hours by 80% and providing a scalable digital solution

PwC Virtual Experience *(Power BI Project)*   *Jan 2023 to March 2023*
- Analyzed, modeled, and visualized customer satisfaction, executive performance, churn by division, and diversity and inclusion in Power BI; delivered a case study dashboard and recommendations that improved projected profitability by 10%.

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.

Almoosa Workforce Scheduler *(React Native, Node.js, and Jira)*   *March 2021- October 2021*
- Managed an Android and iOS app, prioritized user stories, and shipped time tracking, scheduling, analytics, and absence management. Surpassed 5,000 downloads and improved workplace efficiency by 30%.

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

SKILLS AND TOOLS

- **Core Skills:** AI, GTM, Product Operations, Digital Products, Operating Model, Digital Product Development, Digital Transformation, Value Proposition, User Experience, User Stories, Written Communication, Organized, Manage Multiple Projects, Communication Skills, Articulate
- **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

- Stanford Online - Mastering Generative AI for Product Innovation
- Google Professional Data Analytics and Project Management Certification
- Product School Micro-Certification
- Scrum Alliance Certified Scrum Product Owner (CSPO)
- VP, AI Club – led 3+ campus-wide events on ML and LLM product development