

Anish R. Verma, BSc, PMP, PSM

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Professional Experience

Product Associate | [Good Chemistry Company](#)

Dec. 2022 – Present

- Developed strategic product marketing materials to drive our company messaging, attract leads, and build a community around our quantum computing and AI powered software.
- Led in-depth analyses of market segments to inform product development, marketing, and strategy.
- Assisted in data-driven technical projects to validate our product, its performance, and its capabilities. Presently, I am conducting an analysis on the pricing model of our flagship product, QEMIST Cloud.

Research Scientist | [1QBit](#)

Jan. 2020 – Dec. 2022

- Engineered a portfolio optimization solution that applies hybrid gate model quantum computing to a quadratic unconstrained binary optimization (QUBO) problem, yielding a 400% ROI – [Deck](#).
- Designed and launched a quantum computing educational product to generate leads, establish talent pipelines, and build brand awareness, with universities like UCL, UC Berkeley, and more.
- Worked with cross-functional, multidisciplinary teams to advance product strategy, create product marketing plans, and publish 6 [white papers](#) for our flagship market information data product.

Business and Project Manager | [Quantum Algorithms Institute](#)

Oct. 2021 – Mar. 2022

- Built and managed multiple B2B and B2C stakeholder relationships for technical projects between government, schools, academia, and industry for projects up to \$250,000.
- Developed and executed lead generation strategies based on market analysis and usability studies resulting in over 50 engaged B2B leads for high performance computing and optimization projects.
- Applied data-driven solutions and product experience in emerging technology markets to communicate information at different levels of abstraction for clients and stakeholders.

Data Science Program Manager | [STEM Fellowship](#)

Feb. 2020 – Oct. 2022

- Coordinated the organization's [data-driven programs](#), increasing client base by 123.5% and external reach to 56,221 leads, by defining, developing, and monitoring data-driven metrics.
- Managed a multidisciplinary team to design and launch 3 products, where the latest two flagship product updates resulted in a ~20% increased revenue year-over-year over a 3 year period.
- Developed a machine learning tool using NLP to extract project candidates from unstructured data sources, achieving >0.94 AUC and seamlessly integrating into diverse workflows. – [Publication 1](#), [2](#).

Skills

Product Management: Agile, SCRUM, UX/UI, Product Strategy, Product Marketing, Market Research.

Quantum Computing: Gate Model, Quantum Annealing, Qiskit, Cirq, PennyLane, Optimization, QUBO.

Computational: Python, SQL, Javascript, Cloud (AWS, Azure), scikit-learn, PyTorch, Pandas, GitHub.

Data Science: Machine Learning, Data Engineering, Data Visualization, Statistics, Hypothesis Testing.

Education and Credentials

B.Sc. Honors (Distinction) – Chemical Physics – *Simon Fraser University* – [Valedictorian Speech](#).

PMP (Project Management Professional) – *Project Management Institute*.

PSM (Professional Scrum Master) – *Scrum.org*.