GANAPATHY SANKARASUBRAMANIYAN

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SUMMARY

Innovative and results-driven Product Manager with a proven track record in leveraging Agile methodologies and data-driven insights to deliver impactful products. Adept at leading cross-functional teams, driving user research, and executing comprehensive roadmaps. Proficient in managing product development with a focus on feature prioritization. Committed to enhancing user satisfaction through iterative improvements and strategic development.

CERTIFICATIONS AND SKILLS

- **Lean Six Sigma Green Belt** Certification, Council of Six Sigma
- **Product Development & Strategy:** Roadmapping, Feature Prioritization, A/B Testing, User Research, Wireframing, Product Lifecycle Management (PLM), Strategic Planning, Requirements Gathering, Stakeholder Management, Data-Driven Decision Making, User Story Mapping
- **Technologies & Tools:** Python, SQL, Google Analytics, JIRA, Tableau, Power BI, Figma, Slack, Notion, Airtable, Miro Board, Salesforce, API Integration, Agile/Scrum, Kanban, MS Office Suite, Customer Relationship Management (CRM) Tools, UiPath, Zapier
- **Leadership & Collaboration:** Cross-functional Team Leadership, Project Management, Sprint Planning, Process Optimization, Technical Communication, Stakeholder Engagement, Problem Solving, Time Management, Conflict Resolution

EXPERIENCE

FIS Global – *Florida, USA*
Product Strategy Lead | Next-Gen Payment Gateway System | MySQL, AWS, Python   **June 2024 – Present**
- Directed a 10-member cross-functional team of engineers, UX/UI designers, and data analysts, ensuring timely feature delivery using Agile practices.
- Attained continuous product improvement by overseeing the full product lifecycle (PLM), from ideation through launch and post-release enhancements based on customer feedback and market trends.
- Increased merchant adoption by 15% by developing and refining a product roadmap that prioritized high-impact features based on market research.
- Conducted A/B testing that resulted in a 10% increase in conversion rates and an optimized user experience by validating hypotheses on new features.
- Developed wireframes and prototypes to support design sprints and defined go-to-market strategies for product launches, including beta testing and full-scale rollouts, while continuously gathering feedback for product improvements.

Qbotica Inc- *Arizona, USA*
Project Manager | Agent Toolkit Development | Agile, RPA, JIRA, Kanban, UiPath   **January 2024 – April 2024**
- Facilitated project task efficiency by 20% by delivering product features that supported the product vision through Agile methodologies and improved project tracking effectiveness by prioritizing feature definitions and managing timelines for process automation.
- Boosted stakeholder awareness by 15% by authoring detailed user stories and specifications, tracking product development in JIRA, and maintaining transparency through regular project reporting.
- Communicated AI hardware systems strategy and roadmap to stakeholders, securing buy-in and aligning project goals with broader business objectives, which increased ROI by 25%.
- Led data-driven retrospectives to capture learnings from each project phase, improving process efficiency and resulting in a 10% reduction in bottlenecks, while continuously evolving the product to meet changing market demands.

Hewlett Packard Enterprise - *Bangalore, India*
Technology Solutions Manager | Salesforce, Best Performer, ERG SPOC   **February 2020 - July 2022**
- Managed a team of 5 developers and 2 QA analysts, accelerating development by 20% while enhancing response times by 15% and boosting customer satisfaction by 10% through effective collaboration with Product Management to execute product strategies and leverage CRM tools like Salesforce.
- Achieved a 20% increase in overall efficiency by integrating API solutions that enhanced project visibility and data exchange.
- Collaborated with global teams to integrate AI capabilities into enterprise solutions, leading to a 25% increase in product adoption rates and a 30% improvement in predictive maintenance features.
- Recognized as the Best Performer at HPE within the first quarter, excelling in OKRs, KPI metrics, delivering top-tier customer resolutions, and achieving the highest customer satisfaction (CSAT) scores.

PROJECTS

Product Owner | NurseWav: Social Innovation Mobile App strategy | Figma, Air Table, Miro Board
- Supervised the design and development of the NurseWav mobile app to alleviate alarm fatigue among hospital nurses. Ensured the app met specifications and was validated through comprehensive user research and feedback, resulting in a solution that addressed key pain points.
- Applied innovative UX/UI principles, digital marketing strategies and data-driven decision-making to enhance the app's user experience, presenting findings to stakeholders through PowerPoint and driving iterative improvements and used Airtable/Miro Board for project documentation.
- Utilized business intelligence (BI) tools for analytics and Figma for wireframing and prototyping, for product improvement and strategic development.

W4M.AI | Product Manager | SaaS, AI, Tableau, Power BI, Notion, Zapier, Slack
- Spearheaded the development and execution of a clear product roadmap for InternPro, aligning it with the company's vision, and utilized Google Analytics to monitor performance, resulting in a 25% increase in successful intern placements through AI algorithms.
- Evaluated market trends and addressed 50 user needs, contributing to a 20% improvement in the InternPro platform's functionality, aligning product features with market demands using Tableau and Power BI for data visualization.
- Executed market research and competitive analysis, leading to the implementation of 50 user-suggested features, reducing bugs by 30%, while administering a portfolio of product initiatives, automating interview scheduling, and improving performance tracking by 20%.

EDUCATION

- **Master of Science in Engineering Management,** Arizona State University, Tempe, GPA: **4.00** out of 4.00
  - **Teaching Assistant** (TA), Data Driven Decision Making
  - **Vice President** in Women in Technological Entrepreneurship Management (**WiTEM**)- Organizing events and fostering a supportive community
- **Bachelor of Technology in Electronics and Instrumentation Engineering,** Amrita Vishwa Vidyapeetham University, India