

# ARUSH SHARMA | 26 Years

*Passionate about creating great products and being a part of the end-to-end product development process.  
3+ years of experience in Digital Transformation, Project Management, and Software Development.*

## Professional Experience

### SAVE LOCAL – Hashtag Loyalty, Strategic Partnerships

April 2020 to May 2020 - Chandigarh, India

- Onboarded strategic partners for a platform that enables customers to **support local business** during **COVID19** outbreak
- Researched, planned and executed marketing and sales initiatives to scale Save Local both on the B2B and B2C front

### WIPRO, Pre-Sales Consultant

April 2019 to May 2019 - Delhi, India

- Researched next-gen technology - **Process Mining**, use cases to transform process discovery & aid process improvement
- Designed an evaluation framework for **benchmarking** 5 largest global vendors using primary and secondary research
- Prepared an **RFP for hyper-automation** of an Order to Cash process for a European manufacturing giant

*Successfully signed a Service Level Agreement with one of the largest vendors from Germany as part of a €53,000 contract.*

### CLICK LABS, Software Engineer - Project Management

May 2017 to July 2018 - Chandigarh, India

- Led a **cross-functional team** of 4 developers while practicing agile practices for **Inc-500** client Scopeworker
- Executed full-stack product development projects; responsible for **client interactions, scoping & requirement analysis**
- Worked heavily with the Product manager on product design, road-mapping, user story/personas, and growth strategies

*Built a robust ERP platform for Telecom Cos. clocking \$1M+ revenue within 3 months.  
Performed multiple roles as a Team Lead, Software Developer & UX designer.*

### BANK OF NEW YORK MELLON, Applications Developer

June 2015 to April 2017 - Pune, India

- Facilitated **digital transformation** by creating an RFID-based Document Management System to cater needs of US govt.
- Hands-on approach to designing architecture, writing technical specifications, code + automated tests, and QA

*Executed POC (proof-of-concept) for US Govt. which received funding of \$120,000.  
Received the 'WOW award' and highest increment of ~40% amongst 350+ trainees.*

## Education

Qualification	Institute	CGPA	Year
MBA – International Business	MDI Gurgaon	7.10	2020
Bachelors of Engineering (E.C.E)	Chitkara University	7.12	2015

## Skills

<b>ANALYTICS &amp; DATA</b>	• Tableau   Microsoft Excel   Google Analytics   SQL   R
<b>PROGRAMMING</b>	• JavaScript   AngularJS   NodeJS   jQuery   HTML5   CSS/SASS   Core Java   Git
<b>PRODUCT MGMT. + DESIGN</b>	• Prototyping/wireframing/mockups   User Personas   Product road mapping   JIRA   Scrum • Project management   Business requirement gathering   User story writing   Agile Development

## Professional Certifications

- KPMG Lean Six Sigma Green Belt**- using the DMAIC approach to eliminate waste & reduce process variations (2018)
- Data Visualization with Tableau** Specialization by the University of California, Davis (2019)
- Digital Product Management** Specialization by University of Virginia (2020)

## Live Projects

- SWIGGY** – Formulated short and long-term strategy to maintain price parity across Swiggy platforms (3 weeks)
- DATA & ANALYTICS SERVICES** – Drafted a comprehensive **Go-To-Market Strategy** for an Analytics Platform (4 weeks)

## Extra-Curricular Achievements

- Winner of several **national-level** case study competitions in domains like Fintech, Consulting, Marketing, Healthcare, digital innovation/transformation by **Google, Xiaomi, ReNew Power, United Health Group** and other premier B-schools
- Chartered a new **Toastmasters International club**, served as its Treasurer and completed 4/10 projects
- Active volunteer for **MAD & CFI**, NGO's where we empower underprivileged children from rural areas through education

## Interests

- Snooker** - Actively play & organize tournaments; **represented Chandigarh** in Snooker tournament in New Delhi
- Reading** - Voracious reader, like to read non-fiction books, articles, and blogs online on a diverse range of topics