# AVANI SHARMA (Lead Consultant)

Decisive and professionally driven, targeting leadership roles in **Product & Project Management.** Leveraging expertise in strategic planning, cross-functional collaboration, and agile methodologies to drive the successful development and delivery of innovative products that enhance customer satisfaction & achieve business objectives.

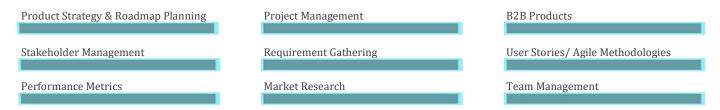✉ avanisharma.1991@gmail.com          📱 +91- 9158792233          <u>LinkedIn</u>

## Profile Summary

- ❖ **Dynamic and accomplished professional with rich & extensive experience of 10 years including over 4 years in Product management** in developing and executing strategic product roadmaps aligned with organizational objectives, resulting in increased market competitiveness and customer satisfaction.
- ❖ **Strategic Product Vision expertise** in developing and articulates a clear product vision that aligns with the organization's goals and market demands, ensuring all stakeholders understand and support the direction.
- ❖ **Successfully conducted thorough market research** to identify trends, customer needs, and competitive landscape, informing product development and enhancements**.**
- ❖ **Proven capabilities in engaging with clients & stakeholders for evolving strategic vision,** driving change, building product/ services roadmap, infusing new ideas, implementing emerging technologies for the long run, and taking enterprise system performance & productivity to next level.
- ❖ **Project Management expertise** in planning, executing, and oversee IT projects, ensuring alignment with business objectives, timely delivery, and adherence to budget constraints.
- ❖ **Data-Driven Decision-Making excellence in pioneering complete product development** involving requirement analysis, specifications, designing, prototype development, testing and development in compliance to global quality standards
- ❖ **Showcased excellence in creating and maintaining comprehensive documentation**, including user stories, PRDs, and project plans. Managed backlog prioritization to align with business objectives**.**
- ❖ **Champions Agile practices within the product development process,** ensuring iterative progress, rapid feedback cycles, and adaptability to changing market conditions and customer needs.
- ❖ **Divergent & value-based outlook with excellent leadership skills** for managing the team members, thereby motivating peak performances and transforming the company's vision into reality; innate flair for accepting challenges with capability to work under pressure and meet targets/ deadlines.

## Core Competencies

| Product Strategy & Roadmap Planning | Project Management | B2B Products |
|---|---|---|
| Stakeholder Management | Requirement Gathering | User Stories/ Agile Methodologies |
| Performance Metrics | Market Research | Team Management |

## Soft Skill

- Collaborator
- Communicator
- Problem-Solver
- Decision-Maker
- Intuitive

## Education & Certifications

- ❖ **PGDM (Banking & Finance NMIMS**, Mumbai NMIMS Global Access in 2023 with 70%.
- ❖ **B.Tech. (Metallurgical & Materials)** NIT, Srinagar NIT in 2013 with 8.381.
- ❖ **Certification PRINCE 2 Practitioner** from AXELOS in 2007
- ❖ **Certification CSPO** from ScrumAlliance in 2024.

## Career Timeline

| Mar'14- Jan'16 | Feb'16- Feb'18 | Mar'18- Apr'19 | May'19–Jun'23 | Jul'23-Oct'24 |
|---|---|---|---|---|
| Wipro Ltd. as Commercial Manager | Azure Knowledge Corporation Pvt. Ltd. as Assistant Manager, Presales & Marketing | Yatra Online Pvt. Ltd. as Assistant Manager, Business Development | Airtel Payments Bank as Senior Product Manager | Datamatics Global Services Ltd. as Lead Consultant |

# Work Experience

**Jul'23-Oct'24 with Datamatics Global Services Limited as Lead Consultant**

**Key Result Areas:**
- ❖ Planned and executed sprints, conducting ceremonies and capacity planning as part of project management.
- ❖ Collaborated with engineering, design, and marketing teams to define product requirements.
- ❖ Managed documentation and backlog, including the creation of user stories, PRDs, and prioritization.

**Highlights:**
- ❖ Successfully **delivered 5 application** development projects.
- ❖ Achieved **20% Annual Revenue**.
- ❖ Achieved high **CSAT survey ratings**.
- ❖ Successfully leading multiple development projects with a **team of over 15 resources**.

**Projects Managed:**
- ❖ **Web Browser plugin:** For transcription of voice calls on any platform for a US HR firm**.**
  **Mobile App Prototype:** Emergency responder application for a healthcare startup**.**
- ❖ **Mobile App:** Navigation application.
- ❖ **Mobile and Web App:** B2B and B2C ecommerce Application for a reputed healthcare organization**.**
- ❖ **Care Plans:** Post live service and support requirements**.**

# Previous Experience

**May'19–Jun'23 with Airtel Payments Bank as Senior Product Manager**

**Key Result Areas:**
- ❖ Prioritized the product roadmap based on analytics, engineering costs, and market trends.
- ❖ Worked closely with engineering, design, and marketing teams to define product requirements.
- ❖ Managed documentation and backlog, including creating user stories, PRDs, and overseeing backlog prioritization.

**Highlights: Open Banking API**
- ❖ Streamlined the onboarding process, bringing over **40 partners on board**, contributing to a ₹**300 crore monthly business**.
- ❖ Enhanced the business pipeline by reducing wrongful invoices by **30% and decreasing customer queries by 70%.**
- ❖ Strengthened financial control built in the system, critical to monitor any business leakage or loss. Impacting **100 % of the base**.

**Highlights: SME Platform**
- ❖ Orchestrated the **salary disbursal platform for 4,000 onboarded SMEs**, monitoring key service KPIs and metrics, including daily transactions, SME engagement, and retention reports.
- ❖ **Validation module creation: 60%** increase in active employees**; 50%** growth in portal-driven business**.**
- ❖ **B2B portal experience enhancement:** Reduction of bulk file upload errors by **30% Incremental 10% increase** of active payees.
- ❖ **SOA architecture revamp:** MAU **increased by 20%.**
- ❖ **B2B portal feature enhancement:** Incremental increase in transactions by **7% & Enhanced UX**.

**Mar'18- Apr'19 with Yatra Online Pvt. Limited as Assistant Manager, Business Development**

**Key Result Areas:**
- ❖ Managed the Ground Transport business (including buses, trains, and cabs) with a **monthly revenue of ₹18 crore**.
- ❖ Led marketing, discount, and promotional campaigns.

**Feb'16- Feb'18 with Azure Knowledge Corporation as Assistant Manager, Presales & Marketing**

**Key Result Areas:**
- ❖ Developed RFPs, RFQs, and proposals, including SOWs, MSAs, and NDAs, for bid management in market research.
- ❖ Coordinated with vendors on ongoing projects and expanded the partner network.

**Mar'14- Jan'16 with Wipro Limited as Commercial Manager**

**Key Result Areas:**
- ❖ Prepared RFPs, RFQs, and various proposals, including SOWs and MSAs, for procurement presales and bid management in the telecommunications sector.
- ❖ Engaged with vendors on ongoing projects and expanded the partner network.

# Personal Details

**Date of Birth:** 13th December 1991
**Address:** Noida-201305
**Languages Known:** English and Hindi