

# HARIKA JANJANAM

hj326@georgetown.edu ▪ (571) 274-3762 ▪ <https://www.linkedin.com/in/harika-janjanam/>

---

## EDUCATION

**GEORGETOWN UNIVERSITY, McDonough School of Business**

**Washington, DC**

**Master of Business Administration – STEM MBA - Business Administration & Management**

*May 2025*

- Forte Merit Scholar, VP of Technology club and South Asian Business Alliance (SABA).

**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY, MGIT**

**Hyderabad, India**

**Bachelor of Technology | Information Technology | Computer Science**

*June 2012*

- Design head and event organizer in annual fests; designed marketing materials for promoting cultural fests, which were circulated across 500+ colleges in India, doubling event registrations.

---

## EXPERIENCE

**BARATTA CENTER FOR GLOBAL BUSINESS** *Research center at Georgetown University*

**Washington, DC**

*Student Intern*

*June 2024 – Present*

- **Collaboration:** Coordinate research, facilitate discussions with leaders and experts, and manage pre-event and post-event activities to deliver seamless and impactful global events and conferences.
- **Product Management:** Collaborating with leadership, research and marketing teams to strategize a digital product that would streamline intake processes, optimized speakers' representation, and enhanced user engagement and experience.

**INTERCONTINENTAL EXCHANGE (NYSE: ICE)** *A Fortune 500 fintech company operating global financial exchanges.* **Hyderabad, India**

*Senior Technical Specialist*

*January 2023 – June 2023*

- **Product Delivery:** Collaborated with product and dev team on the end-to-end delivery of a fintech enhancement project for signature trading product focusing on optimizing user interface navigation and reducing trade execution latency by 8%.
- **Presentation Skills:** Effectively delivered detailed presentations on product features and technical specifications to diverse stakeholders, clearly articulating complex technical details while maintaining focus on the product vision & strategic objectives.

**DELOITTE CONSULTING**

**Hyderabad, India**

*Associate Project Manager (~Senior Consultant)*

*March 2020 – January 2023*

- **Project Management:** Led a 17-member global team in the end-to-end implementation of a technical product using a SaaS environment (Salesforce CRM), securing a \$46M contract with the DMV of one of the largest U.S. states.
- **Digital Transformation:** Led a 12-member team through the complete lifecycle of a digital transformation project, streamlining processes that facilitated the launch of 2,500+ new businesses in Connecticut, resulting in special recognition from the State's Governor for successful product delivery that helped drive statewide economic growth.
- **Cross-Functional Collaboration:** Coordinated with the product teams and interfaced with sales, marketing, design, and development teams to craft product strategies and visions that increased user engagement and enhanced user experience for a key client, that led to further project winnings that increased revenue of the GPS practice by 34% in over 2 years.
- **Business Acumen:** Developed a well-organized sales pitch deck and MVP, which led to \$87M in revenue for the organization by researching market trends and identifying key KPIs that drove value, leading to further business for the organization.
- **Scrum Master:** Proactively facilitated clear communication among product managers, leadership team, key stakeholders, and the development team, ensuring seamless project execution using Jira in implementing Agile methodologies. This effort led to the successful delivery of projects using SaaS products generating \$59M in total net revenue.

*Technical Consultant*

*October 2017 – March 2020*

- **Analytical Skills:** Established a Google Analytics dashboard to monitor key metrics, including click-through and conversion rates. Analyzed critical data, leading to enhancements that increased user engagement by 16% for a major retail client.
- **User Experience:** Collaborated closely with UI/UX teams to create and iterate on mockups/wireframes (UI design), ensuring technical feasibility, emphasizing user-centric design, and adhering to design guidelines to create the best user experience with high focus on attention to detail leading to a creation of design systems reducing overall developer efforts by 18%.
- **Market Research:** Teamed up with product manager in conducting market research to identify customer needs, facilitating the development of targeted product strategies that aligned with customer and market demands.

**TATA CONSULTANCY SERVICES**

**Hyderabad, India**

*IT Analyst & Systems Engineer*

*December 2012 – October 2017*

- **Attention to detail:** Delivered over 6 high-impact projects with high attention to detail, achieving more than 95% accuracy in the pixel-perfect replication of web designs and ensuring seamless translation of design concepts into functional web pages.
- **Technical Innovation:** Highly skilled at web development, driving multiple technical products to conclusion, providing guidance, and resolving complex technical challenges through user testing, leading to 4 successful project go-lives.
- **Customer-Centric Focus:** Boosted customer retention by almost 8% by leading customer interviews to identify UX pain points & used wireframing. Presented insights via visuals to senior leaders, driving strategic enhancements in product design.

---

## DISTINCTIONS

**Community:** Provided personalized instruction in mathematics, science, and social studies to over 12 underachieving students over a two-year period, improving their understanding and performance in these subjects.

**Technical:** JavaScript, HTML, CSS, SQL, Python, JIRA, SDLC, Agile, SaaS, Salesforce CRM, UI/UX, Figma.

**Interests:** Ping pong enthusiast, movie lover, passionate about driving, socializing, and organizing board game nights.