

Ipsita Panda

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Professional Experience

Pricing Product Manager, *Boston Scientific, France* Apr 2021 – Present

- Led a work-stream of 7 SMEs to drive revenue management digital transformation program through different milestones.
- Conducted surveys and interviews to assess pain points in current processes and tools to define business requirements.
- Recommended vendors for CPQ solution to leadership team based on ROI and ability to meet business needs.
- Created product vision, roadmap, and managed product backlog refinement for desktop and mobile application.
- Formulated process map and analytics deliverables to facilitate implementation of price increase for 25000 contracts.
- Collaborated with product development team including 3rd parties, UI/UX and business analysts for all releases.

Global Project Manager, *Mars, France* May 2020 – Apr 2021

- Supervised 10+ person team from concept to launch of 2 e-commerce platforms for B2B2C and B2C business models.
- Analyzed the competition, comparing products and services to suggest evolution of MVP to senior stakeholders.
- Collaborated with stakeholders to define the go to market and growth strategies across global clusters.
- Redefined metrics to track and optimise customer on-boarding experience, improving retention rate by 30%.

Business Analyst, *Shell, India* Sep 2017 – Aug 2019

- Managed roadmap for cloud based product leading to accurate demand forecasting and informed distribution decision.
- Developed supply chain optimisation dashboards for global users to track KPIs reducing 100+ man-hours effort monthly.
- Performed project tracking through status and time tracking reports bringing down potential issues and risks by 50%.
- Hired 3 resources by identifying and interviewing prospective candidates to meet project needs.

Senior Business Consultant, *Accenture, India* May 2016 – Aug 2017

- Supervised 10+ product releases leading to timely deployment and avoidance of \$500K as penalties for delay in Go-live.
- Spearheaded 2-week kanban sprints across engineering teams to deliver new features for 15+ energy clients.
- Designed 100+ tailored business requirements for successful product launch thereby onboarding 10k business users.
- Facilitated 20+ design thinking workshops for end users to propose new business requirements and use cases.

Team Lead, *Cargill, India* Jan 2015 – Apr 2016

- Directed 5 business analysts to provide support and training to 2000+ users on apps, decreasing complaints by 50%.
- Engaged with cross-functional teams to translate 100+ pain-points into actionable prioritised user stories.
- Improved user experience by 25% through frequent iteration to customer needs and synthesis of solutions.

Business Analyst II, *Publicis Sapient, India* Jun 2011 – Jan 2015

- Designed wireframes and product requirement documents for trading scenarios to onboard 3,000 global users.
- Defined test strategy and plan to facilitate "go-live" of enterprise implementations increasing efficiency by 45%.
- Conducted product design reviews to get feedback from stakeholders thereby increasing customer satisfaction by 25%.
- Oversaw a team of 4 to drive data migration for different clients in transformation projects.

Education

Global MBA, EDHEC Business School, France Sep 2019 – Jun 2020

Bachelor Of Engineering, Birla Institute Of Technology, Mesra Jun 2007 – May 2011

Skills

Agile Project Management | Business Analysis | Stakeholder Management | Software Development Lifecycle
Product Management | Design and Prototyping | Data Analytics | Customer Research | Strategic Planning

Technical Skills

JIRA | Confluence | Tableau | SQL | Excel | Powerpoint | Python | R | HTML | CSS | Java Script

Certificates

PMP | Certified Scrum Product Owner | Data Scientist in Python (Udemy)