

SAMEER SANJEEVI

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EDUCATION

University of Illinois at Chicago
MS in Management Information, GPA (3.78/4.00)

Chicago, IL
Expected Dec 2022

Amrita Vishwa Vidyapeetham
B.Tech in Electrical and Electronics Engineering

Coimbatore, India
July 2014 - July 2018

EXPERIENCE

Chaddock – Human Service Organization providing mental and behavioral health treatment for children. Quincy, IL

Project Intern, Analyzing User Experience of Electronic Health Record System - FLEX AMS Sep 2021 – Dec 2021

- Designed a questionnaire and conducted interviews to record feedback from 8 existing FLEX AMS customers.
- Analyzed FLEX AMS's proposed business model, segmented prospective customers, prepared competitor analysis and created a survey to record their inputs and requirements.

Thermelgy – IoT platform to manage energy, equipment and processes for the HVAC industry. Chennai, India

Product Manager, Founding Member Dec 2019 – Apr 2021

- Conducted 200+ customer interviews, identified customer pain-points, gathered requirements, evaluated product-market fit, go-to-market strategy, and built the product roadmap with key features to develop an IoT platform.
- Designed the UI/UX of IoT web application that presented direct and indirect revenue savings to customers.
- Managed an 8-member software development team to develop the IoT platform, organized SCRUM meetings, documented product development and helped reduce software development cost by \$20k.
- Saved 50% deployment time of web-application by Implementing a cost-effective CI/CD through GCP.
- Formulated business logic and helped develop scalable APIs in Node.js to interact with sensors, IoT Gateway and MongoDB that could handle up to 200k requests per day.
- Onboarded the first 3 happy corporate customers for the company by introducing pay as you save model.

Aspiration Energy – Energy service company providing sustainable heating solutions for industries. Chennai, India

Project Lead, Smart Heat Pumps Oct 2018 – Nov 2019

- Reduced 50% of B.O.M cost for hardware components through effective vendor management.
- Improved heat pump sales by 20% through conducting electrical energy assessments of electrical heaters and substantiating the energy savings of heat pumps at various automotive companies.
- Designed scripts using MATLAB that analyzed real-time data from sensors like energy meters, pressure, flow and temperature to generate BI reports that visualized the energy and cost saving of using heat pumps to customers.
- Managed budget of \$65K in building Thermelgy as a separate entity to provide energy motoring as a service.

R&D Project Intern, IoT Energy Monitoring July 2018 – Oct 2018

- Worked with cross-functional teams to deploy IoT gateway devices in live machines at 5 legacy customer sites.
- Implemented a cost-effective cloud solution to analyze machine data for existing customers.
- Assisted in developing inhouse IOT gateway devices to monitor energy metrics of heat pumps.

PROJECTS & ACHIEVEMENTS

Graduate Teaching Assistant- UIC College of Business Administration Jan 2022– Present

- Assisting in teaching and grading 50 students for the Business Database Technology course.

Freelancer- Upwork May –August 2021

- Worked over 20+ projects for several clients as a Project Manager & Business analyst.

I-NCUBATE by GDC-Innovation & Entrepreneurship Sep – Nov 2019

- Got shortlisted and participated in representing Thermelgy as an Entrepreneur lead.

Technical Paper Publication March 2021

Advances in Automation, Signal Processing, Instrumentation, and Control ; Paper Titled: "Design and Performance Analysis of Solid-State Transformer"

The Duke of Edinburgh's Award – Bronze & Silver May 2011– Dec 2013

ADDITIONAL INFORMATION

- **Skills** – Requirement Gathering, Prioritization, Prototyping, UX/UI Wireframing, Agile Methodologies, User Discovery and Research, Stakeholder Management, Web Development, Hypothesis Testing, Data Analysis.
- **Tools** – GitHub, Tableau, Power BI, Figma, Adobe XD, Balsamiq, Draw.io, Jira, MS Projects, MS Excel, MS Power Point, MS Teams, Google Suite, Google Analytics, Postman, AWS, GCP.
- **Programming** –SQL, Python, C, R, JavaScript, React.js, Html, CSS, Bootstrap, Java