

Kalyani Wasave

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Summary

Product Manager with 7.5+ years of experience building B2B SaaS, analytics, and commerce products across telecom, design, and e-commerce. I've led 0→1 product launches, turned user pain points into scalable features, and driven measurable outcomes including increased conversion, engagement, and \$8M+ in impact. Known for blending data, AI, and user research to ship thoughtful solutions. Currently pursuing an M.S. in Information Systems with a focus on Product, Data, and Generative AI. Now seeking a Product Manager role in fast-paced, innovation-driven teams where product thinking, speed, and impact matter.

Education

- **Northeastern University** San Jose, USA
Master of Science in Information Systems - GPA: 3.86/4.0 January 2024 - December 2025
- **Relevant Courses:** Advanced Techniques with LLMs, Applied Machine Learning & Tools, Software Development, Business Analysis, Product & Program Management, Strategic Financial & Managerial Decisions, User Experience & Design Testing.
- **Merit-based Scholarship:** Selected for the National Overseas Merit Scholarship as one of 20 students nationwide.
- **University of Pune** Pune, India
Bachelor of Engineering in Electronics and Telecommunications May 2010 - May 2014

Work Experience

- **Product Manager | MillerKnoll | Bangalore, India** February 2020 - December 2023
 - Led go-to-market strategy and product positioning for **B2B checkout and configuration tools**, collaborating with engineering, sales, and design teams to improve alignment, increase conversion by 18%, and reduce setup time by 30%.
 - Directed market research, competitor benchmarking, and customer segmentation using **SQL and Tableau** to uncover whitespace opportunities, refine MVP scope, and strengthen product–market fit, expanding the sales pipeline by 12%.
 - Led cross-functional teams to translate user feedback into product marketing initiatives including positioning, messaging, and GTM campaigns; applied A/B testing to boost adoption by 22% and generate **\$3M incremental revenue**.
 - Integrated product analytics, customer usage patterns, and market insights into roadmap and pricing strategy, driving a 15% increase in average order value and improving recurring engagement.
- **Senior Data Analyst | Datamatics | Navi Mumbai, India** June 2016 - August 2018
 - Improved repeat purchase rate by 20% by applying **K-Means clustering** on Amazon and eBay datasets to segment high-value customers and personalize engagement campaigns.
 - Boosted sales by 10% by integrating competitor data and rule-based logic across 5,000+ SKUs, improving visibility and pricing accuracy in marketplace listings.
 - Reduced costs by 35% and inventory by 12% by designing SQL queries and deploying **Tableau dashboards**, while implementing a **Python regression model (scikit-learn)** to improve demand forecasting.
- **Business Strategy Consultant | Reliance Jio | Navi Mumbai, India** February 2015 - May 2016
 - Spearheaded market entry and growth strategy across 15+ regions, achieving 46% subscriber growth through data-driven insights.
 - Built real-time dashboards (SQL, Power BI) to monitor 3,500+ telecom towers, reducing network downtime by 18%.
 - Launched and optimized five prepaid mobile plans, driving **\$5M+ quarterly revenue** through behavioral analytics.

Projects

- **Founder: E-commerce Business Venture** September 2018 - January 2020
 - Built and scaled a D2C e-commerce brand from 0→1, managing full lifecycle from market research to GTM and branding; expanded catalog to 70+ SKUs, improved conversion by 25%, and strengthened brand loyalty through data-driven storytelling and optimized pricing.
- **Predicting Student Dropout & Academic Success**
 - Developed machine learning models (**Decision Tree, Random Forest**) on 10 years of demographic, academic, and financial data, achieving 0.74 F1 score; enabled universities to identify at-risk students early and design effective retention strategies.
- **SmartDoc: Pre-Visit Summary Tool for Outpatient Physicians**
 - Proposed a rule-based pre-visit summary tool to reduce EHR burden by consolidating key patient data (visit reason, vitals, medications) into a floating view; projected to cut prep time by 25% and improve physician–patient interaction, with roadmap for future NLP and HL7/FHIR integration.

Skills

- **Data & Cloud Technologies:** SQL, Python (Pandas, NumPy, scikit-learn), NLP (spaCy, NLTK), Power BI, Tableau, Microsoft Excel, AWS (S3, EC2, SageMaker), Prompt Engineering, LLM Fine-tuning, OpenAI API.
- **Product & Analytics Tools:** JIRA, Confluence, Figma, Miro, Google Analytics (GA4), Mixpanel, Amplitude, Hotjar.