

# Kalyani Wasave

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Portfolio: [kalyanivasave.github.io](https://kalyanivasave.github.io) | Blog: [medium.com/@kalyani.vasave](https://medium.com/@kalyani.vasave) | GitHub: [github.com/kalyanivasave](https://github.com/kalyanivasave)

## SUMMARY

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- Product professional with **7.5+ years** 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**.
- Completed an **Master of Science in Information Systems** from Northeastern University (December 2025) focused on **Product Management, Analytics, and Generative AI**.
- Currently seeking a **high ownership role** starting from January 15, 2026 in fast-paced, innovation-driven teams where product thinking, speed, and impact matter.

## PROFESSIONAL EXPERIENCE

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### MillerKnoll

Bangalore, India

#### Product Management Associate

Feb 2020 – Dec 2023

*MillerKnoll is a global collective of dynamic design brands (Herman Miller, Knoll) with \$3.7B+ in annual revenue, serving commercial and retail clients in 100+ countries.*

- Led **go-to-market strategy** and product positioning for **B2B checkout and configuration tools**, collaborating cross-functionally to improve alignment, increase conversion by **18%**, and reduce setup time by **30%**.
- 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.
- Applied **A/B testing** to boost adoption by **22%** and generate **\$3M incremental revenue** through product marketing initiatives and GTM campaigns.

### Datamatics

Navi Mumbai, India

#### Senior Product Analyst

Jun 2016 – Aug 2018

*Datamatics is a global partner for Digital Technologies and Operations with 3,000+ employees, delivering data-driven intelligent automation products to Fortune 500 clients.*

- 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.
- Reduced costs by **35%** and inventory by **12%** by designing SQL queries and deploying **Tableau dashboards**, while implementing a **Python regression model** to improve demand forecasting.
- Boosted sales by **10%** by integrating competitor data and rule-based logic across **5,000+ SKUs**, improving visibility and pricing accuracy in marketplace listings.

### Reliance Jio Infocomm Ltd.

Navi Mumbai, India

#### Technical Analyst Consultant (Contract)

Feb 2015 – May 2016

*Reliance Jio is India's largest digital services provider and the world's 3rd largest mobile network operator, serving 460M+ subscribers with a nationwide 4G/5G ecosystem.*

- Spearheaded market entry & growth across **15+ regions**, achieving **46% subscriber growth** through data-driven insights.
- Launched & optimized **5 prepaid mobile plans**, driving **\$5M+** quarterly revenue through analytics.

- Built real-time dashboards (**SQL, Power BI**) to monitor **3,500+ telecom towers**, reducing network downtime by **18%**.

## PROJECTS

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### Founder/Product Manager: Gogetters Goods

Sep 2018 – Jan 2020

- Founded and grew a D2C lifestyle brand by identifying demand patterns, defining the brand positioning, and launching a digital storefront with 70+ curated SKUs; owned end-to-end merchandising strategy
- Led GTM and performance marketing, ran pricing and CRO experiments that improved conversion by 25%, generated \$40,000 in revenue, and strengthened repeat loyalty through retention-focused merchandising

### Smiles AI – Intelligent Dental Receptionist (AI Agent Project)

- Built a **voice-native AI receptionist** using **React, TypeScript, and Google Gemini Live API** that conducts **low-latency (<300ms)**, interruptible, human-like conversations, autonomously handling **appointment scheduling, patient details, and insurance intake** to reduce missed calls and booking friction in dental practices.
- Designed a **real-time streaming architecture** with **WebSockets and function calling** to transform unstructured voice input into validated structured JSON, reducing **time-to-booking from 4 minutes to under 90 seconds**, with **multilingual support (English, Spanish, Hindi, Mandarin, Arabic)** and CRM-style optimistic UI updates.

### 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**.

### 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** through **feature analysis and predictive insights**.

## EDUCATION

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### Northeastern University

San Jose, USA

#### Master of Science in Information Systems (GPA: 3.86/4.0)

Jan 2024 – Dec 2025

*Relevant Coursework: Advanced Techniques with LLMs, Applied Machine Learning, Business Analysis, Product & Program Management, Web Development, Software Application Development, UX & Design Testing.*

### Graduate Teaching Assistant Roles:

- **UX & Design Testing** May 2025 – Aug 2025
- **Technical Program Management** Jan 2025 – Apr 2025

### University of Pune (MIT, Pune)

Pune, India

#### Bachelor of Engineering in Electronics and Telecommunications

May 2010 – May 2014

## SKILLS

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**Data & Cloud Technologies:** SQL, Python (Pandas, NumPy, scikit-learn), NLP (spaCy, NLTK), Power BI, Tableau, AWS (S3, EC2, SageMaker), Prompt Engineering, LLM Fine-tuning.

**Product & Analytics Tools:** JIRA, Confluence, Figma, Miro, Google Analytics (GA4), Mixpanel, Amplitude, Hotjar.