

# MANAV SOMANI

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## PROFESSIONAL SUMMARY

- **Product and Analytics professional** with **3 years** of experience in e-commerce (Flipkart, Walmart subsidiary) and fintech (Axio, acquired by Amazon), skilled in developing and executing **strategies** by creating and leveraging data-driven **insights** to optimize business and **drive** measurable impact

## EDUCATION

**Carnegie Mellon University**, Master of Information Systems Management Pittsburgh, PA, Expected Dec'2026

- **CGPA: 4.0/4.0** (as of Fall 2025)
- **Coursework:** Statistics, Product Management, Database Management, Data Analytics, Python, Java, Organizational Design and Implementation, Unstructured Data Analytics, Applied Econometrics
- **Prerequisites from UC Berkeley:** Introduction to Databases (**A-**) & Java: Discovering Its Power (**A**) [Transcript](#)
- **Capstone Project:** Identified a key user pain point for student housing searches and developed a full-stack solution. Devised the project from concept to deployment, defining user requirements, building a Python-based web scraper, and creating a scoring algorithm to rank properties on key metrics, ultimately cutting user search time by over **50%**

**PES University**, Bachelor of Technology in Mechanical Engineering Bangalore, May'2022

- **Graduated with Distinction** with a CGPA of **3.8/4**
- **Capstone Project:** Conducted extensive research and analysis for the final year capstone project titled: *Study on The Effect of FDM Parameters on Mechanical Properties of Thermoplastic Polyurethane (TPU)*, receiving the highest grade
- **Head of TEDxPESU Club:** Led the TEDxPESU club, collaborating with various domains to conduct the **largest TEDx** event in Bangalore, featuring renowned speakers such as Dr. Anuradha TK [ex-ISRO Project Director] and Nirmal Pillai [Content creator with 1.5M+ followers/subscribers]
- **Team HAYA Off-Roading:** Integral member of the Chassis domain, building an ATV that placed **19th** out of 120 teams in [BAJA SAE INDIA](#) 2020 and **3rd** in Enduro Student India 2020

## SKILLS

### Technical Skills:

#### Product & Project Management

- **Tools:** Asana, Figma, Jira
- **Methodologies:** Product Strategy, Roadmapping, Agile, User Stories, A/B Testing

#### Data & Analytics

- **Languages & Tools:** SQL, Python, R, PowerBI, Tableau, Spark, MATLAB, KNIME
- **Productivity & Collaboration:** Microsoft Office (Excel, Word, PowerPoint, etc), Google Suite

## PROFESSIONAL EXPERIENCE

**Flipkart [Walmart subsidiary]** Bangalore, Sep'24 – Aug'25

**Assistant Manager** – Control Tower Operations, Grocery Supply Chain

- Pioneered a data-as-a-product platform, a new centralized **automated** data platform system that integrated nationwide data on orders and metrics, empowering leadership with a unified, **real-time view** for strategic decisions and replacing legacy manual processes which used to take 3 members, 3+ hours daily to generate
- Drove a **33%** improvement in warehouse operational efficiency by owning the inventory strategy for fast moving SKUs. Translated data insights into optimized storage solutions that directly reduced fulfillment lead times and costs for the Grocery Supply Chain
- Reduced inventory discrepancies by **50%** without increasing audit time by managing the end-to-end product lifecycle of the internal inventory data model that identified high-risk inventory locations enabling better targeted perpetual stock takes (PSTs)
- Improved CSAT by **20%** by authoring and prioritizing user stories that guided internal operations teams to resolve key customer pain points in delivery and returns
- Reduced inventory picking time by **25%** by partnering with the ground team to understand their pain points and using this feedback along with data to optimize inventory placement and pick paths

**Axio [acquired by Amazon]** Bangalore, Mar'23 – Sep'24

**Product Analyst** – Digital Collections, Amazon Pay Later

- Drove a **2x increase** in the user base by defining and executing the product strategy for Amazon Pay Later portfolio expansion, translating data forecasts into a concrete growth plan that secured necessary resource allocation
- **Boosted debt recovery** from 85% to **95%** by analyzing customer payment trends to define and launch personalized, region-specific recovery strategies and incorporating this within the interactive bot's logic
- Managed the development of an interactive voice and chatbot for the digital debt collections process for Amazon Pay Later
- One of the key product leaders bridging the technical and collections teams, translating collections strategies into a prioritized backlog of engineering requirements to ensure a successful product integration
- Defined key user personas by mapping the end-to-end customer journey for partner integrations, authoring detailed user stories to address the unique needs of each segment to enhance customer experience
- Reduced data processing time by **80%** by creating an automation tool that reduced operational costs

**Flipkart [Walmart subsidiary]** Bangalore, Feb'22 - Jun'22

**Intern** – Control Tower Operations, Grocery Supply Chain

- **Sole candidate** selected from a pool of 250 highly-regarded students from all disciplines for this prestigious internship
- Accomplished **80%** reduction in product damage at the Lucknow Operations fulfillment center for groceries by conducting analysis of inventory sanity, optimizing last-mile transit, and analyzing consumer order data and feedback, formulating strategies
- Achieved reduction of data management and analyses time by **75%** by developing and implementing macros and Python Scripts
- Identified key areas of improvement and facilitated new quality control measures in collaboration with the Warehouse Managers

## CERTIFICATIONS

**Professional Certifications:** <https://www.linkedin.com/in/manavsomani/details/certifications/>

- **Google Data Analytics Specialization:** 8-course specialization by Google covering comprehensive analytical processes
- **Project Management and Agile Specialization:** 6-course program by Google, mastering project management skills, including planning, execution, monitoring, and closure, with a focus on Agile and Scrum methodologies
- **Data Analysis with Python [IBM]**
- **Advanced PowerBI Certification [iNeuron]**
- **Full Stack Data Analysis [iNeuron]**
- **Digital Marketing Specialization [Gies School of Business]:** 4-course specialization covering the fundamentals and processes of Digital Marketing, including case studies of renowned campaigns such as Zoom, Budweiser and Burger King