

# Moraldeep Sachdeo

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## SUMMARY

Results-driven Product & Technical Program Manager with 7+ years of experience in building scalable products, optimizing business processes, and driving data-informed decisions. Skilled in integrating analytics, automation, and AI/ML solutions to solve complex problems and deliver measurable impact.

## SKILLS

- **Product Management:** Go-to-Market Research, Pricing Strategy, Product Roadmap/ Lifecycle Development, Stakeholder Management, Vendor Negotiations, SCRUM, OKR, SOW, SDLC, EDLP, EDLC, CI/CD
- **API:** API Lifecycle Management, JSON Based APIs, Postman, Enterprise Software SaaS Integrations
- **Data Skills:** SQL, Python (NumPy, Pandas, sklearn, matplotlib), R, Tableau, Power BI, Advanced MS Excel (Vlookup, Pivot Tables, Macros), ETL Development, Data Pipeline & Feature Engineering, Snowflake, QlikView
- **Technical Skills:** ML algorithms, Statistical Analysis, Risk Modelling, Predictive Modeling, Linear Optimization, A/B Testing
- **Program Management:** JIRA, KPI Tracking, Agile Methodologies, Product Strategy, Technical Account Management
- **Operations:** Lean Six Sigma, Inventory Management, Supply Chain Optimization, Demand Planning, Revenue Forecasting

## PROFESSIONAL EXPERIENCE

### Sprinklr Inc, San Jose

Oct 2023 - Feb 2025

*Product Manager | Client Solutions & SaaS Implementations*

#### Launched AI-Powered Live Chat Summarization Feature

- Led the end-to-end development of an **AI-driven summarization feature using Google Vertex AI model, fine-tuned with BART and RAG**, reducing agent workload by 30% and improving response times by 2 minutes per case interaction.
- Defined success metrics (BLEU/ROUGE scores) and drove cross-functional alignment across engineering, data science, and operations **to scale adoption to 400K+ associates, delivering \$1.2M in annual cost savings.**

#### Delivered API-Driven Integrations & Ad Strategy Optimization

- **Saved clients \$5M+** by leading **API-driven integrations between Sprinklr and enterprise platforms** (Salesforce, Twilio IVR), utilizing API connectors, webhooks, OAuth, and custom API configurations to ensure seamless data interoperability and streamline workflows.
- Identified and capitalized on a strategic opportunity to expand Sprinklr's Ad platform adoption among pharma clients (e.g., Genentech) by integrating with Veeva systems via **API-driven workflows**, enabling seamless DAM asset access and automated approval processes.
- Streamlined end-to-end Ad campaign execution, reducing turnaround time by 40% and increasing **platform adoption by 25%**, while enhancing ROI for enterprise clients through improved targeting and workflow efficiency.

#### Optimized Customer Engagement via A/B Testing & Chatbot Workflows

- Conducted **A/B testing on workflow-based chatbot enhancements** using Google's Detect Intent API, cutting escalations to human agents by 25% and improving containment rates with data-driven insights.
- Performed **A/B testing on UI/UX-based optimizations** for Sprinklr's live chat, increasing customer engagement and user satisfaction through targeted design improvements.

### Micron Technology Inc, San Jose

July 2022 - Sept 2023

*Senior Program Manager | Digital Transformation, Innovation & Analytics*

- Led technical business projects, driving roadmaps, making trade-off recommendations, and owning end-to-end resolution of **technical challenges in Data Engineering**, enabling solutions and resolving blocking issues.
- Collaborated with Data Scientists and Business Leaders to develop Machine Learning predictive models (lead time, cost, risk) implemented in a SaaS application, optimizing Global Procurement for vendor selection and negotiations.
- Devised sourcing management strategies & cost benefit analysis for **new product launches (NPI)** that reduced lead times by 25% and supported onboarding of new vendors.

### Western Digital Inc, San Jose

Mar 2021 - July 2022

*Program Manager | Supply chain & Analytics Centre of Excellence*

- Revamped **eCommerce product tracking** by designing Tableau dashboards to monitor last-mile supply chain data, identifying bottlenecks and driving process improvements, leading to a **25% reduction in lead times.**
- **Led product segmentation and market research** to assess the competitive landscape and business trends, optimizing product offerings and improving capacity planning through linear optimization.
- Spearheaded the implementation of a demand forecasting Machine Learning model, **improving forecasting accuracy by 15% and reducing stock outs by 10%**, resulting in a more cost-effective supply chain.

## Beam Solutions, San Francisco

Aug 2019 - July 2020

Data Science intern | Fraud Detection Division

- Developed an **NLP-driven pipeline** to analyze unstructured text from online platforms, extracting sentiment and contextual insights to support fraud detection efforts.
- Applied **unsupervised K-Means clustering** to sentence embeddings, grouping user content into distinct clusters to identify outliers and potential money laundering patterns on online platforms.
- **Tuned advanced ML models**, including Bidirectional LSTM and GRU neural networks, to classify sequential text data, achieving an **89.48% ROC-AUC score** in detecting suspicious account behavior.

## Imarticus Learning Pvt Ltd, India

Jan 2019 - July 2019

Technical Program Management Intern | Sales & Marketing Division

- Spearheaded a cross-functional initiative to enhance video discovery on the Imarticus Learning platform, leveraging A/B testing and ML algorithms, resulting in a **12.5% increase in click-through rate (CTR)** & automated multi-tagging system

## Mercedes Benz India Pvt Ltd, India

Dec 2017 - Dec 2018

Operations Engineer

- Optimized product launch workflows through process automation and real-time defect monitoring, reducing time to market by 15% and customer complaints by 20%.

## PROJECTS & TECHNICAL PUBLICATIONS

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### Pedestrian Safety Prediction for Self-Driving Cars

[\[IEEE Research Paper Link\]](#)

- Designed and implemented an **end-to-end pedestrian intention prediction system**, integrating YOLOv3 object detection bounding boxes with 9-point skeletal features, achieving an average precision of 0.89 and precision/recall of 0.79/0.89 through an early fusion approach using DenseNet for robust day- and night-time performance.
- Proposed and evaluated 3 novel metrics for assessing pedestrian intention prediction, enabling accurate forecasting of risky pedestrian maneuvers up to 16 frames (0.5 seconds) ahead, while benchmarking the system on the JAAD dataset and enhancing skeletal fitting with COCO-based annotations.

### Value Streaming Mapping and Sustainability Initiatives for Manufacturing Industry

[\[Lean Six Sigma Research Paper Link\]](#)

- Conducted process optimization analysis in bonnet manufacturing by integrating Value Stream Mapping (VSM) with simulation modeling, identifying bottlenecks and inefficiencies in production workflows.
- Designed a future-state process model using Arena Simulation and Break-Even Analysis, improving operational efficiency and validating the feasibility of VSM-driven optimizations to reduce lead time and environmental impact.

## EDUCATION

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University of California, BERKELEY

Masters in Operations Research

Vellore Institute of Technology, VIT Vellore, India

Bachelors in Engineering