

SAGAR PISE

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Professional Summary

Product professional with a master's in computer science and experience in product ownership, ROI analysis, and cross-functional collaboration. Skilled in ERP/SAP data management, competitive analysis, product management, and creating marketing documentation. Adept at aligning business, engineering, and customer priorities to drive adoption and profitability. Experienced in delivering clear presentations and training sessions to internal teams and external clients.

Education

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| • Master of Science in Computer Science, Binghamton University, Binghamton, New York | August 2023 – May 2025 |
| • Bachelor of Engineering in Information Technology, RTMNU Nagpur, India | August 2015 – May 2019 |

Professional Experience

Carrier Global, Digital Product Manager June 2024 – December 2024

- Spearheaded the **ideation and enhancement** of an AI-powered Asset Recommendation System, collaborating closely with data scientists to define project success metrics and ultimately **elevate customer satisfaction by 25%**.
- Partnered with engineering teams and QA teams to build internal data tools and dashboards to support early client onboarding, accelerating **adoption across 35+ enterprise clients**.
- Championed the design and implementation of a structured intake process using Aha! seamlessly aligning it with the product roadmap to significantly improve project planning consistency and **reduce backlog triage time by 30%**.
- Conducted in-depth **competitive and catalog analysis** to identify product opportunities for Lynx Mobile, informing roadmap strategy for internal-facing tools.
- Diligently tracked tool performance using **Key Performance Indicators (KPIs)** like planned vs. delivered, providing executive-level transparency into critical transformation outcomes.

John Deere, Associate Product Manager May 2022 – August 2023

- Orchestrated the **end-to-end product lifecycle** for the Case and Content Management System product line, leveraging SQL for powerful, large-scale data analysis to inform pivotal product decisions.
- Successfully consolidated three disparate internal applications into a unified, user-friendly platform, demonstrating a proven ability to drive significant product performance improvements by **reducing user clicks by 35%**.
- Crafted strategic product roadmaps and expertly prioritized high-impact use cases, drawing on deep customer insights and market trends, which contributed to a notable **17% increase in market share**.
- Fostered strong **cross-functional collaboration** with engineering, design, and customer success teams, leading to enhanced user experience across **8 software updates** and leveraging customer insights to refine product communication.
- Streamlined **SAP** data entry and validation, reducing order errors by 20% and improving reporting accuracy for 10+ international accounts.

Atos, Associate Consultant October 2019 – April 2022

- Skillfully defined product requirements by conducting thorough **user research and technical analysis**, ensuring strong alignment with strategic business objectives and improving delivery accuracy.
- Facilitated engaging client consultations and stakeholder workshops to present innovative product ideas and gather crucial feedback, significantly strengthening cross-functional alignment and **reducing rework by 25%**.
- Developed detailed user stories and acceptance criteria, then strategically prioritized the product backlog, which **increased sprint velocity and team efficiency by 20%** within an Agile framework.
- Executed rigorous **A/B and user acceptance testing (UAT)** to validate project performance, successfully **reducing post-launch defects by 30%** and enhancing user satisfaction while maximizing the **Return on Investment (ROI)**.

Professional Skills

- **Business:** Product Management, SAP, Go-To-Market Strategies, Market Analysis, User Research, Financial Analysis
- **Product:** Product Roadmap Development & Execution, Agile Methodologies (SAFe, Scrum, Product Ownership), Stakeholder Management, A/B Testing, KPIs/OKRs, PRD, User Stories, Backlog Prioritization, UAT Testing, Customer Discovery
- **Software & System:** SAP(ERP), Customer Order System, JIRA, Asana, Confluence, Aha! Roadmap (Advanced), Figma, Microsoft Office 365, MS Project, Tableau, Power BI, Google Analytics, Pendo, Looker
- **Design:** UI/UX Design, Wireframing, Prototyping, User Journey Mapping, Heuristic Evaluation
- **Technical:** SQL, C, APIs, Python, Artificial Intelligence, Generative AI, API Integration
- **Certification:** Microsoft AI Product Manager & Certified Scrum Product Owner (CSPO)