

SAGAR PISE

snpise22@gmail.com | New York, NY | +1(607)-235-8340 | <https://www.linkedin.com/in/sagar-pise/>

PROFESSIONAL SUMMARY

Product Manager with 4+ years of experience driving product strategy, cost optimization, and growth across SaaS, PEGA CSSA, and IoT platforms. Proven track record in reducing operational expenses, leading cross-functional teams, and building data-driven roadmaps aligned with business KPIs. Skilled in stakeholder management, SQL/Python-based analytics, and product lifecycle management with a strong focus on transportation, logistics, and enterprise platforms.

PROFESSIONAL EXPERIENCE

Digital Product Manager Co-Op | Carrier Corporation | Beverly, MA | June 2024 – December 2024

- **Product Ideation & Strategy:** Ideated and led the development of the Asset Recommendation System, simplifying vendor management and **improving customer satisfaction by 25%** through real-time updates and value-added services.
- **Go-To-Market (GTM) Strategy:** Defined and executed the GTM strategy, securing **35+ early adopter sign-ups** and driving 15% faster market penetration through targeted positioning, user needs analysis, and competitive research methods.
- **Process Innovation:** Streamlined Lynx Fleet transportation platform workflows by integrating Aha! Roadmap and Jira, **reducing product readiness time by 15%** and improving cross-team alignment within an agile environment.
- **Market Research & Positioning:** Conducted competitive analysis and market research to strategically position Lynx Mobile, contributing to a successful product launch and improved feasibility assessments.
- **User Adoption & Scalability:** Championed training materials, demo videos, and User Acceptance Testing (UAT), resulting in a 25% increase in customer satisfaction and improved user adoption rates across the platform effective usability testing.

Associate Product Manager | John Deere | Pune, India | May 2022 – Aug 2023

- **Cross-functional Leadership:** Led cross-functional teams across engineering, design, marketing, and sales, delivering **8 major software updates** on time and within budget, contributing to a **10% increase in retention** through **stakeholder management**.
- **Strategic Planning & Road mapping:** Developed product strategies based on customer insights, key performance indicators (KPIs), & competitive analysis, prioritizing features that resolved key pain points, resulting in a **15% increase in market share**.
- **Feature Development & Integration:** Consolidated three separate applications into a unified platform, reducing user clicks by 35% and **improving user satisfaction by 20%** through intuitive design and sprint planning.
- **Product Lifecycle Management:** Managed end-to-end product lifecycle for the Case and Content Management System, driving product growth and market fit with a data-driven approach.
- **Continuous Improvement:** Identified and resolved 60+ usability issues, **boosting customer satisfaction by 20%** and reducing support tickets by 15%, significantly improving product quality and market competitiveness.

Associate Consultant | Atos | Pune, India | Oct 2019– April 2022

- **API Integration & Optimization:** Designed & implemented **RESTful API integrations** to enable seamless data exchange between internal systems and third-party platforms, **improving system interoperability** and **reducing manual processes by 30%**.
- **Client Consultation:** Led client consultations, ensuring project deliverables aligned with stakeholder expectations, enhancing project outcomes and feasibility.
- **Product Development:** Created detailed user stories to guide intuitive software development, **improving functionality by 20% and supporting agile** development practices
- **Quality Assurance:** Ensured high product quality through rigorous unit testing and defect resolution, maintaining operational excellence.

PROFESSIONAL SKILLS

- **Product Management:** Agile, Scrum, Usability Testing (UAT), Figma, JIRA, Confluence, User Research, Aha Roadmaps, Miro, Product Roadmapping, Market Analysis, Journey Mapping
- **Certifications:** Certified Scrum Product Owner (CSPO), Product Road-mapping Micro-Certification
- **Programming & Software:** MS Office, G Suite, PEGA PRPC, Python, APIs, SQL, AWS, Databases

EDUCATION

Binghamton University | Binghamton, New York | GPA: 3.6/4.0

Master of Science, Computer Science

Nagpur University | Nagpur, India

Bachelor of Engineering, Information Technology