

Sanyam Singhal

Associate Product Manager

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WORK EXPERIENCE

Picarro, Inc

Associate Product Manager

Jan 2024 – present | Bengaluru

- Spearheaded the product strategy and execution of a **real-time gas leak detection app** integrated with Picarro's instruments, enabling vehicle-based monitoring across 1,000+ acres, generating **\$5M** in revenue
- Conducted **15+ user interviews** to gather detailed requirements, understand pain points, and design tailored product features
- Designed **10+ wireframes** and **prototypes** in Figma, ensuring alignment with client expectations
- Drafted detailed **PRDs** and **user stories**, facilitating seamless execution by the engineering and QA teams, delivering the solution within 6 months, meeting 100% of functional requirements
- Conducted **10+ client walk-through sessions** post-launch, ensuring smooth product adoption and reducing reliance on customer support
- Improved usability by driving UI/UX enhancements, delivering better customer experience and improving **CSAT score to 99%**
- Triaged and resolved customer tickets ranging from immediate bug fixes to new feature requests in quarterly update release, enhancing customer experience

Product Engineer

Mar 2022 – Jan 2024 | Bengaluru

- **Designed and developed an application** for a fenceline monitoring system, enabling **real-time visualization** of harmful gas emissions across industrial perimeters spanning 5+ kms
- Designed multiple wireframes & prototypes to visualize key features and workflows for the application
- Designed and formalized **API contracts** to optimize interaction between hardware and software components, ensuring seamless integration and system reliability
- Engineered the **front-end application** from scratch using modern **React** frameworks, achieving a functional prototype in 90 days and securing a **95%** usability rating from clients
- Collaborated **cross-functionally** with PMs, engineers, sales, and customer success teams to deliver solutions aligned with client needs
- Played a key role in scaling the app's adoption from 1 to 10 industrial clients within six months, contributing to an **ARR of \$50M+**

Union Bank of Switzerland

Aug 2020 – Mar 2022 | Pune

Analyst

- Streamlined **10** critical business processes by designing and implementing automation solutions, reducing manual effort, saving **400+** man-hours monthly and reducing errors in manual processes by **25%**
- Delivered comprehensive user training and documentation, leading to a **95% adoption** of the automated system within the first month of rollout
- **Designed and developed** an internal tool to track & trigger the automated process, allowing users to monitor successful and failed runs, **reducing troubleshooting time** by **10%**, further enhancing team productivity

GE Transportation (A Wabtec Company)

Jan 2020 – Jul 2020 | Bengaluru

Analytics Intern

- Built and deployed **2 Power BI** dashboards powered by **ETL** processes from **MySQL Server**, optimizing decision-making and action planning for locomotive servicing
- Reduced average servicing time for locomotives by **20%**, achieving faster turnaround times for maintenance tasks, through **actionable insights** derived from the dashboards

ACADEMICS & COURSES

NextLeap

Oct 2024 – Dec 2024 | Remote

Product Management Fellowship

Graduated as a **top fellow** (ranked **5/600**); Project: Design innovative solutions for Myntra, driving business expansion while implementing initiatives to minimize environmental impact [[Project Link](#)] [[Certificate](#)]

Manipal Institute of Technology

Aug 2016 – Aug 2020 | Manipal

Bachelor of Technology - Computer Science

Ranked in top 10% of the batch (CGPA - 8.5/10)

SKILLS

User Research | Product Analytics | PRDs | A/B Testing | Excel | SQL | Power BI | Jira | Figma