

## Sarthak Gupta

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### EDUCATION

#### Carnegie Mellon University

Master of Science in Software (Product) Management

Courses: Product Management, The Business of Software, SDLC, Metrics for Technology Products and Services, Software Engineering, Revenue Generation, Operations, Business Analysis, Strategy, Agile Methodologies, Go-To-Market Strategy

Mountain View, CA, USA

Graduation Date December 2024

#### Vellore Institute of Technology

Bachelor of Technology in Information Technology

4/4, Dean's List for First Year

Vellore, TN, India

June 2022

### SKILLS

**Technical Skills:** JIRA, Trello, Figma, Google Analytics, A/B Testing, Product Roadmap, Tableau, SQL, NoSQL, R, Hive

**Product Management:** Requirement Analysis, Ideation, User-Centered Design, Development Management, KPIs, UAT

**Industry Knowledge:** Data-Driven Strategies, Risk Mitigation, Stakeholder Management, Strategy, Market Analysis

**Soft Skills:** Leadership, Event Management, Writing, Public Speaking, Time Management, Presentation Skills, Problem Solving

### EXPERIENCE

#### MakeMyTrip (Travel Company)

Software Engineer

Bengaluru, India

January 2022 - August 2023

- Led feature development for a B2B hotelier app, focusing on solving QC Reject Flows, Duplicate Listings, and Fake Onboarding, **achieving 90% reduction in issues and enhancing platform growth**
- Orchestrated a technical overhaul to improve system throughput by 4.5x, reduce latency by 78%, and minimize packet size of **content pipelines by 95%, aligned with product KPIs**
- Drove development of multiple RESTful APIs and essential frameworks, resulting in a 3x acceleration in content management and distribution, optimizing content pipeline efficiency and **reducing operational costs**

#### FuncBox LLP (EdTech Platform)

Product Manager, Co-Founder

Bengaluru, India

February 2021 - August 2022

- Spearheaded the MVP launch & feature roadmap for a Coding Education Platform, aligned with a comprehensive PRD, User Interview, and Quantitative Research to elevate product-market fit and drive **business growth up to 300%**
- Devised design to develop technical specs like QR code sharing mechanism, AI based recommendation system for assisted coding and multi-line function suggestions in Code Editor, leading to a **40% uptick in user engagement**
- Managed a cross-functional multidisciplinary team of 20+ to execute enterprise solutions for educational institutions, accomplishing a 95% **alignment rate with business objectives, stakeholder needs and OKRs**

#### DigiLocker (Digital Document Wallet)

Product Manager Intern

New Delhi, India

June 2021 - August 2021

- Partnered with Development Teams to create a **user-centric Product Roadmap**, enabling storage, verification (KYC) and retrieval of essential Documents, Certificates, and Licenses digitally powered via Virtual Private Cloud Network
- Steered design and deployment of a scalable file upload system using **AWS cloud infrastructure**, enhancing user experience and system efficiency, protected with advanced Identity and Access Management
- Directed implementation of 256-bit SSL Encryption and mobile authentication (SOC complaint), alongside regular security audits to achieve **zero breaches with Encryption-at-Rest and Transit**

### PROJECTS

- **Bulls vs. Bears:** Built a dynamic virtual trading platform to simulate use of virtual money to enable real-time stock trading with features such as **Advanced Charting Tools, Real-time News Integration, Dynamic Leaderboards, Customizable dashboards** leveraging Flask, Python REST API, and SQL (May '21)

### LEADERSHIP

- **President, Association for Computing Machinery:** Pioneered impactful initiatives including "Diversity in Tech, and Inspire Her", amplifying community engagement and increasing membership by 300% (Jan '20-Jan '21)
- **Head of Relations, ACM:** Coordinated one of India's largest hackathons, "Code2Create," attracting 1700+ participants across 20 tracks and securing alliances with industry leaders: GitHub, IBM, Google, and JetBrains

### AWARDS

- Awarded Go-Tripper of the Month award for **best-engineered product** in November '22
- **Second Runner's Up at Business Plan** competition held at IIT Kharagpur among 450+ teams in Jan '21