# Saudamini Sehgal

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Product manager with 10+ years in B2B and B2B2C SaaS products for Small Businesses and Enterprises. Skilled in cross-functional collaboration, roadmap creation, and customer-centric strategies. Adept at leading and mentoring product teams to optimize workflows, enhance user satisfaction, and grow revenue by $200M+

## EXPERIENCE

### Consulting Product Manager

**On-Contracts**                                                                                             **Jan 2024 – Present**

*Advised organizations and individuals in Product Management capacity (while looking for my next role)*

- Conducted customer research interviews with 40 users to identify new fitness offering opportunities for a small business; increased engagement by 100%
- Conducted market research and customer research to create a roadmap and design an MVP for a health-tech startup.
- Identified target segments and created an MVP for a small business leadership coaching organization
- Mentored aspiring and junior product managers by providing guidance on user interviewing techniques, resume optimization, and strategies for breaking into product management

### Senior Product Manager                                                                     **Sep 2021 – Dec 2023**

**First American Title Insurance** (via Formula.Monks)

*Led the strategy, launch, and growth of a Closing platform that handled $3B+ in settlement across 150K+ annual transactions for a leading commercial title insurance and closing service provider.*

- Found highly complex manual processes, then gained executive buy-in on a digital solution and launched a Closing System, **reducing transaction time by 99% and adding $200M+ in revenue**
- Designed and launched the next generation of Closing Features on ClarityFirst by leading 2 cross-functional teams, enabling 82,000+ customers to close transactions 20x faster
- Implemented a Multi-Site Closing feature for $20M+ transactions, achieving a 3.7/5 CSAT score and differentiating First American in the market
- Led the property closing feature from concept to launch by driving the product roadmap & GTM strategy and influencing C-level stakeholders, optimizing employee workflows by 20%
- Hired, mentored, and coached 2 Associate Product Managers

### Senior Product Owner                                                                          **Jul 2019 – Sep 2021**

**Corelogic Intersect**                                                                                Jun 2020 – Sep 2021

*Led Claims Submission feature for the largest provider of real estate analytics in the US.*

- Built and launched an AR-enhanced property insurance claim submission tool, reducing claim Submission time by 30%
- Delivered UX and Workflow enhancements to ClaimsConnect for 1000+ agents, optimizing claims resolution time by 8%
- Planned design sprints and executed development sprints with a cross-functional team of engineers and designers to deliver enhancements iteratively

### Product Owner                                                                                      Jul 2019 – Jun 2020

*Led product strategy and execution of onehome.com, which grew to **support 22M users.***

- Identified low user activation, then convinced leadership to implement a customer-centric feature set and launched an MVP that increased customer engagement by 35%
- Launched the Pilot for Onehome.com by aligning the team feature goals with stakeholders and senior product leadership, reaching 10,000+ users

**Product Consultant**                                              **Aug 2015 – Jul 2019**
**Valtech**

*Aligned organizations on product vision and KPIs by uncovering requirements, creating journey maps and user stories, and laying a successful strategy for digital modernization across 7 organizations.*

- Designed user interviews, surveys and focus group studies to gather and analyze user feedback to inform product design and execution

**Prior Experience**

**Business Data Analyst Intern** | **Xerox Technology Services**
**Business Systems Analyst** | **University of Illinois**

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## EDUCATION

**Master of Science**, Information Systems | **University of Illinois at Chicago**          **2015**
**Bachelor of Engineering**, Computer Science | **Mumbai University**          **2013**

**Certifications**

**AI for Product Management** | **Pendo.io**          **2024**
**Product Management Basics** | **Pendo.io**          **2024**
**Certified Scrum Product Owner** | **Scrum Alliance**

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## ADDITIONAL INFORMATION

**Skills:**  MVP 0->1, Design Thinking, Rapid Prototyping, User Experience Research, Product Specification, PRD
**Tools:** JIRA, Confluence, Notion, Dovetail, Miro, Figma, ServiceNow, Trello, Product Board, Pendo, Google Analytics, Slack, Content Management System, CMS, Digital Asset Management, Adobe Experience Manager (AEM)
**Hobbies:** Scuba Diving, Hiking, Painting, Photography

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