

# SONAL JAIN

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## EDUCATION

**University of Virginia Darden School of Business** – Charlottesville, VA **May 2020**  
*Candidate for Master of Business Administration (MBA) – with Specialization in Management Science (STEM degree)*

- GMAT Score: 740; 50% tuition Darden Foundation Scholarship
- 2<sup>nd</sup> place and \$3K cash prize in Viz-a-thon National Data Analysis competition organized by FannieMae
- VP of Conference, Graduate Women in Business Club; Active member of Technology, FinTech, Data Science Clubs

**National Institute of Technology Agartala** – Agartala, India **May 2014**  
*Bachelor of Technology in Electronics & Communication (ECE)*

- Graduated in the top 1% of 750 students, with GPA of 9.32/10

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## EXPERIENCE

**Walmart Labs** – Sunnyvale, CA **Summer 2019**  
*Managed the communications vertical within Supply Chain team for Asda online groceries (Walmart's UK brand) and implemented new features to improve post-checkout customer experience that is projected to increase revenue by £2.6M annually*

### Product Manager Intern

- Uncovered customer pain points by collaborating with Customer Experience team in the UK to conduct 12 ethnographic interviews and identified gaps in the existing communications process by creating the customer journey map
- Identified an opportunity to reduce customer care calls by ~30K annually by analyzing 850K+ customer delivery orders, reviewing feedback surveys and gathering insights from competitive research
- Engaged with stakeholders to prioritize the features; established project workplan by writing detailed user stories for developers and negotiated timelines with Engineering Manager to deliver features by Q3'19
- Partnered with the UX design team to build initial wireframes for delivery order live tracking feature and gathered UX feedback from users to finalize the design for Asda's app and website

**Goldman Sachs (GS)** – Bangalore, India **2015-2018**  
*Designed and developed products of strategic value, drove them through lifecycle and executed product releases within the Investment Banking Division (IBD) by leading and collaborating with 3-50 member global teams that managed \$5B business risk*

### Associate, IBD Engineering

**2018**

- Designed a high-volume trade execution application (50k trades/day) for the Corp Bonds global product line; led a 3-member team to implement it using Agile, releasing 2 months ahead of schedule and improving the trade booking efficiency by 30%
- Owned and developed a new pre-deal execution application required for China's Equity Deals; coordinated with Bankers to identify features and delivered the product within 6 weeks, facilitating GS to expand its Equities business by \$2B annually

### Analyst II, IBD Engineering

**2017**

- Interacted with Tokyo users to define feature specifications for migrating Japan's \$900M business to global GS platform. Drove the launch plan that resulted in streamlining trade booking processes and eliminating 99% of manual user error
- Presented workflow changes to transition New Zealand (NZ) Equities business in-house, gained buy-in from NZ Ops leadership and drove enhancement of existing Equities application, saving \$1.3M in 3<sup>rd</sup> party license fees over next 5 years
- Led a Hackathon team of 6 to develop a Predictive Analytics Tool that used historical data to estimate investor allocations in multi-investor deals; won \$1k prize and attained sponsorship from senior leadership for going live with the project

### Analyst I, IBD Engineering

**2015-2016**

- Recommended practical measures to manage tech-risk issues to Chief Risk Officer; implemented business logic to automate 45 critical manual processes worldwide, thus accurately reporting IBD's daily risk exposure

**Samsung Research & Development** – Bangalore, India

**2014-2015**

*Developed advanced camera and power-efficient audio features for next-gen Samsung products to enhance user experience*

### Software Engineer, System Software and System-on-Chip team

- Conceptualized and implemented video tracking with auto-focus and image noise reduction features for Galaxy S8 mobile that was rolled out to 20M users
- Developed audio features for Samsung Gear smartwatch and restructured entire audio flow path to achieve 28% power gains

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## ADDITIONAL

- Technical skills: Java, SQL, Excel, Tableau, Google Analytics (Beginner)
- Organized GS Women VP Conference'17 for 100+ women to appreciate their contributions in technology and discuss technology changes in the financial industry along with a cryptocurrency session by Block Armor fintech startup
- Mentored undergraduate students to develop coding skills and make career decisions as volunteer for non-profit Katalyst
- STEM OPT eligible