Tejas Sansare

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SKILLSET: Requirement Gathering (PRD)**|**User Story (JIRA)**|**Product Design (Figma)**|**Product Charter**|**Backlog Prioritization**|**Negotiation**|** Global Stakeholder Management**|**Persona Research(Design Thinking)**|**Track User Behavior(Funnel Analysis,CleverTap)**|**ML usecase**|**Data Analysis (SQL,Tableau,Excel)**|**A/B Testing**|**Problem Solving**|** Agile & Scrum**|**Presentation**|**Business case**|**Market Research **|**API Integration

WORK EXPERIENCE		*Total: 5 Years 9 Months*
JPMorganChase	**Product Manager**	*Jan'2025-Present*

Content Review Platform

- Managing entire **product lifecycle**, from PRD to launch, for **content review platform** for ~6K creators & reviewers
  - Rebuilt the product with refreshed UI and launch new features to **improve user satisfaction** from **3.5/5** to **4.5/5**
  - Develop **product roadmap** & **build alignment** with business, tech, partners & 8 engineers for timely deliver
  - Lead **API-driven integration** initiatives across multiple products, expanding adoption to 4 more Business units
  - Launched self serve **reporting and metrics** tool for real time data for users thus eliminating manual data pulls
  - Collaborate with ML team to build **deviation detection** to accelerate review, highlight deviations for reviewer
  - Design **in-app notification** for 70+ usecases & **user-level preference** management to boost user engagement
  - Launch Product with extensive **UAT**, **defect tracking**, global **demos**, authored **release notes** for seamless rollout

IBM Consulting	**Product Owner**	*Sept'2020-Dec'2024*

Merchant Trade App
{For Large Indian Telco}

- Product Owner of mobile app with **9L+ DAU** which helps retailers to onboard and service prepaid customers
  - Elevated the **app rating from 3.7 to an industry best 4.6** by revolutionizing **EKYC merchant onboarding**, **home delivery of SIM**, **payment collection** & **rewards loyalty program** (30% uptake in user engagement)
  - Spearheaded strategic initiatives by conceptualizing **Gen AI and AI Assistant usecases** to improve revenue
  - Conceptualized feature capabilities by analyzing business requirement, launch and **optimize products features**
  - **Complete ownership of the UX** through **user research** & **market analysis**, A/B testing, funnel analysis & track user behavior via **CleverTap** to provide delightful user experience & **optimize products features**
  - Managed **product delivery lifecycle** by brainstorming requirements with client, translating complex business requirements into **PRD**, provide insights on design & liaised with **third-party vendors for seamless integration**
  - **Prepared presentation for CXOs** on monthly basis to present feature capabilities gone live and present **data analysis** of key features to show **business growth** (revenue enhancement & cost optimization)

Recognition and awards:
- Part of 4-member Value Realization Team, honored as "**Most Impactful Team of 2023**" among 15+ teams in account
- Awarded **Outstanding Team Award for Q1 2024** at IBM India Consulting for exceptional product delivery for client

Digitization of Business Process
{For 2nd largest private bank in India}

- **Smart automation in legal workflow** of bank by building Legal Operating System to improve loan disbursal TAT
  - Designed **AI usecases** to make the workflow people agnostic, built **system intelligence** & enable faster decision
  - Led discussion with **55+** key stakeholders from multiple business and legal teams for **as-is state assessment**, identify **opportunity areas,** eliminate **non-value added activities** and prepare **gap analysis**
  - Crafted **user persona**, **prioritized features** for M.V.P. & built **roadmap** for the product focusing on UX designs
  - Built **business case** for value realization (**48% TAT reduction,1.3k Cr additional revenue,11k manhours savings**)

Order-to-Cash Platform
{For 2nd largest Cement company in India}

- Order-to-Cash transformation across **acquired entities,** enabling First Time Right **(90% FTR)** in order execution
  - Led focused discussion across 4 regions to uncover **process bottlenecks, application constraints, and pain points**
  - Built intelligence for 8 plants to **auto assign orders** to transporters and **predictive algorithm** for future orders
  - **QR code & RFID enabled in-plant truck movement**, guided loading, & auto-invoicing enabling **faster check-out**
  - Designed **logistics app** for paperless KYC of transporter & automated vendor payments with ePOD integration

Online Banking
{For Largest Bank in Fiji}

- Drive improvement initiatives to provide best in class online banking services for one of the largest banks in Fiji
  - Designed and prototyped end to end online **authentication process** for activating Internet Banking services
  - Conceptualized **20+ user stories** for key features (Fund Transfer, Bill Payment, Service Request) to launch M.V.P.

Emerson	**Software Engineer Trainee**	*Aug'2017 - Jun'2018*

Console

- Developed and implemented **UI/UX improvements** of product which was an interface for interacting with complex DeltaV system which is used to automate and manage huge **oil and gas** plants operations
- Developed page object model to reduce software code duplication and attained **33% efficiency in code duplication**

ACADEMIC QUALIFICATIONS & ACHIEVEMENTS

YEAR	DEGREE	INSTITUTE	RESULTS
2020	M.B.A. (Finance)	Jamnalal Bajaj Institute of Management Studies (J.B.I.M.S.), Mumbai *(Top 10 BSchool in India)* • Secured **98.81 percentile** out of 98,600+ students in **MAH-MBA/MMS CET** examination	7.0/10
2017	B.Tech. (I.T.)	College of Engineering, Pune (C.O.E.P.) *(Top Tier 1 Engineering Institute in India)* • Secured **99.99 percentile** out of 2,80,000+ students in **Maharashtra Common Entrance Test** • Awarded Foundation for Excellence Scholarship in C.O.E.P. for being in **Top 70/700+** students	6.7/10