

SANDEEP SHRESTHA

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Product Manager with over 9 years of experience in managing development of SaaS platforms, mobile apps, IoT solutions, and digital tools for agriculture, finance, and education. Specializes in creating product strategy, product roadmaps, rapid prototyping, and implementing user-focused designs to drive innovation.

PROFESSIONAL EXPERIENCE

Founder & CEO | Agrobotics Nepal Pvt. Ltd. | Kathmandu, Nepal Sep 2020 – Nov 2024

- Led multi-disciplinary 12-person team to design, develop, and launch Farm Management App; prioritized and resolved 30+ new features and bug fixes
- Improved Sajilo Krishi's UX design and onboarding using Design Principles, resulting in a 25% increase in user engagement; implemented performance indicators and interactive dashboards.
- Implemented strategic partnerships with agricultural cooperatives, contributing to a 35% increase in revenue through targeted subscription plans and value-added services.

Director of Product | Nepal InfoTech Pvt. Ltd | Kathmandu, Nepal Dec 2021 – Apr 2023

- Led the development and launch of a SaaS-based LMS, increasing student engagement by 35% through adaptive learning and personalized content.
- Drove product lifecycle initiatives, optimizing workflows and A/B testing, resulting in a 40% improvement in platform efficiency and 20% customer satisfaction boost.
- Collaborated with cross-functional teams to align priorities, reducing development timelines by 25% and enhancing stakeholder alignment.

Product Manager | Kumari Bank Ltd | Kathmandu, Nepal Apr 2018 – Mar 2021

- Initiated and executed the Branchless Banking (BLB) project across 30 locations, driving financial inclusion for 25,000+ customers from strategy to completion.
- Applied quantitative analysis to track key performance metrics, achieving a 30% increase in operational efficiency through data-driven decision-making.
- Effectively communicated project outcomes and insights to stakeholders, leading to a 20% improvement in strategic alignment and decision-making processes.

Project Officer | Siddhartha Bank Ltd. | Hetauda, Nepal Oct 2015 – Feb 2018

- Collaborated with different stakeholders and launched branchless banking services in 6 rural locations.
- Enhanced customer satisfaction and service adoption by 25% through user-focused solutions and effective decision-making.
- Achieved a 30% reduction in inefficiencies by ensuring clear communication and alignment across departments

EDUCATION

Westcliff University | Irvine, California

- Doctor of Business Administration | Information Technology Management Expected Sep 2027
- Master of Business Administration | Entrepreneurship Mar 2021

SKILLS & OTHER

Skills: Strategic Initiative, Product Development, Product Delivery, Market Research, Rapid Prototyping, UI/UX Design, User Testing, Product Innovation, Project Timeline, Prompt Engineering, Scrum, Agile Development, Design Thinking

Tools: Figma, Jira, Trello, Confluence, Microsoft Office, Google Workspace, Meta Business Suite, ChatGPT, NotebookLM

Certifications: Google Project Management, Financial Literacy ToT

Extra-curricular: Facilitated business skills training to 845 beneficiaries across 7 locations.