Udit Singh Guleria

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Product Manager with 4+ years of experience in End-to-End Product Development, Strategic Planning, and Market Execution

EDUCATION

Texas A&M University College Station, TX
Master of Science in Management Information Systems / *GPA: 3.9/4* *Aug 2022 – May 2024*
Relevant Courses – Product Management, Business Management, Accounting, HCI, System Analysis & Design

UPES Dehradun, India
Bachelor of Science in Computer Science with Specialization in Cloud Computing & Virtualization / *GPA: 3.6/4* *Aug 2015 – May 2019*

WORK EXPERIENCE

DDI Pittsburgh, PA
Product Manager *May 2023 – Aug 2023*
- Spearheaded the **go-to-market strategy for B2B SaaS leadership development subscription packages** improving long-term pipeline efficiency by 20% through targeted market research, competitor analysis, and refining specifications
- Launched a new leadership development subscription package, leveraging **Gen AI** to tailor personalized learning paths, resulting in a 15% increase in subscription renewals and a 12% increase in overall revenue
- Conducted a comprehensive **market research project**, analyzing **over 20 competitors and interviewing 50+ users** to design and launch a **global market survey with 100+ organizational responders**, resulting in 25% improvement in customer satisfaction
- Aligned product features with **business strategy** via internal stakeholder collaboration **customer feedback**, boosting market penetration by 30%

Gupshup Bangalore, India
Product Engineer *Apr 2022 – Aug 2022*
- Launched new **AI-driven conversational features** for **B2B SaaS** products, such as personalized product recommendations and automated customer support, for an AI digital assistant, resulting in a 40% increase in client engagement in the e-commerce sector
- Executed comprehensive **data analysis using SQL** to inform feature development and improvement, leading to a 20% rise in customer retention and an increase in revenue by $400,000
- Created and executed a **comprehensive A/B testing strategy with detailed UI/UX design specifications,** leading to a 15% increase in user satisfaction and 10% boost in conversion rates for the digital assistant software
- Conducted requirements gathering and defined functional requirements for 50+ user stories leading Agile sprints with five business stakeholders to enhance product alignment with business goals by 25%

Xebia Gurgaon, India
Software Developer *Jan 2019 – Aug 2021*
- Owned the **integration of behavioral analytics and journey tracking** into financial web applications, driving a 20% increase in user engagement and 10% increase in customer retention
- Conceptualized and **led a cross-functional team in an agile environmen**t for the deployment of financial web applications on cloud, resulting in 20% improvement in deployment efficiency through automated testing and continuous integration practices
- Coordinated with stakeholders to **transition key applications from monolithic architecture to microservices**, reducing system downtime by 25% and improving scalability and performance

SKILLS

Tools: Jira, Confluence, Slack, Figma, MS Project, Power BI, Tableau, Git, Postman, ServiceNow, Miro, Amplitude, Excel, PowerPoint
Technical: C, Java, Python, React.js, HTML, CSS, MySQL, AWS, NoSQL, REST API, SpringBoot, Salesforce
Product Management: KPI Tracking, Project Planning, Product Strategy, Product Lifecycle Management, Product Roadmaps, Backlog Management, Atlassian, Acceptance Criteria, Stakeholder Management, Product Vision, Market Research, Scrum, Kanban, User Experience Design
Interpersonal: Customer Success, Problem Solving, Schedule, Empathy, Critical thinking, Verbal & Written Communication
Certifications: Certified Scrum Product Owner(CSPO), Professional Scrum Master I(PSM I), Gen AI for Project Managers

PROJECTS

Downtown Bryan Product Design (Unravel Bryan) – *Product Canvas* College Station, TX
- Designed a Product Roadmap for the Bryan City management application to resolve challenges and increase engagement by 60%
- Curated user interface design, user stories, use cases, epics, UML diagram, and wireframes for thorough product vision

Point of Sales Database Systems Management College Station, TX
- Performed ETL using SQL for inventory management, employing consistency measures & increasing performance by 40%
- Curated user interface design, user stories, use cases, epics, UML diagrams, and wireframes for thorough product vision

Local Volunteering Platform (Helping Hands) College Station, TX
- Led an Agile team of 5 to develop an online volunteering web application, conducting 10+ user interviews, creating user personas, and performing competitive and market analysis to ensure a user-centric and market-differentiated product
- Prioritized features and facilitated regular sprint planning and retrospectives, enhancing community engagement by 25%

LEADERSHIP EXPERIENCE

Texas A&M University | *Media & Events Student Assistant* *Feb 2023 – May 2024*
- Orchestrated "Dinner & Dialogue 2023" with over 700 attendees, achieving record-breaking attendance and demonstrated exceptional project management and strategic planning skills
- Successfully organized the ATP-Bio Research & Innovation Annual Meeting, hosting delegates from 14 organizations, showcasing leadership in fostering cross-institutional collaborations and event management