

# Varoon Gupta

## EXPERIENCE

### Product Manager Intern | Nuance Communications

Montreal, ON | September 2019 – Present

- On the Mobile Product Strategy team for Nuance Mix, a tool used by device makers and developers to easily create customized voice and natural language interfaces
- Conducted competitive analysis & proposed roadmap for 18% increase in marketshare

### Process Optimizaton Analyst | Mattamy Homes

Toronto, ON | January 2019 – April 2019

- Consulted with stakeholders to assess, roadmap, prototype and implement 10+ software solutions to streamline fundamental business processes
- Reduced ERP system data sorting process from 4 hours to 55 seconds by developing recursive automation software in VBA – adopted by enterprise-wide Architecture teams
- Created QRG documents to translate highly technical product features succinctly in business terms to company-wide departments

### Project Development Analyst | UGE International

Toronto, ON | May 2018 – August 2018

- Translated stakeholder vision into product features and pitched roadmapped solution
- Self-taught VBA and developed project cost estimation tool, streamlining cross-departmental project pricing using data visualization and linear regression
- Analyzed energy usage data across Ontario and modelled in Excel to identify patterns
- Created a data-analysis framework for client attraction – identified 40+ ideal clients

## PROJECTS

### Estimated Pricing Tool (EPT) – UGE International

- Developed a cross-department data visualization tool that leverages current and archived pricing data improving future project cost estimation accuracy by over 35%
- Adopted by major departments at UGE Toronto, reducing interdepartmental consultation by 50%, reducing project development process time by 21%
- Designed UI/UX and created instructional QRG documentation for 30+ employees

### Microsoft Product Management Case Comp. | 3rd Place

- Conducted user and competitive research to identify product pain-points and develop innovation roadmap tailored to customer vision
- Designed and pitched dual-mode functionality to increase Surface marketshare

### Imperium Solar uwEnergyHacks 2019 | 1st Place

- Conceptual startup aimed to connect businesses with investors to eliminate up-front financial barrier, promoting environmental responsibility within the private sector
- Investigated political climate of solar industry to create a new monetization strategy, encouraging client investment through mitigating risk by 85%

## CONTACT

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## SKILLS

### Expertise

Market Research  
Stakeholder Analysis  
Data Analysis  
Data Visualization  
KPI Identification  
Usability Testing  
Wireframing  
Prioritization

### Languages

VBA, SQL, PHP, Java,  
HTML/CSS, Python

### Tools

Excel, Git, JIRA, Aha,  
Visio, Figma, Tableau

## EDUCATION

### University of Waterloo

B.ASc, April 2022  
Management Engineering

### Relevant Courses

Data Structures and  
Algorithms  
Intro to Optimization  
Database Systems  
Organizational Behavior

## INTERESTS

Barbering  
Varsity Ultimate Frisbee  
Hockey  
Volleyball  
Photography  
Entrepreneurship  
E-commerce