

## SUMMARY

Technical product manager, with a successful record of delivering enterprise products, including at my own Healthcare startup. Experienced in customer discovery, analytics, UI/UX, crafting product vision/strategy and leading cross-functional teams through ideation, development & launch.

## PROFESSIONAL EXPERIENCE

### SLALOM LLC

Product Management Lead

JAN 2019 – SEP 2019

First hire in a new team established to develop SaaS products at a consulting firm and help global teams scale delivery.

- Led a cross-functional team of 5 to **launch a new sales intelligence tool across 5 markets** while conducting user interviews and translating business requirements to technical features.
- **Architected the solution** for Slalom's largest philanthropic engagement (in a team of 6 selected across 300 applicants)

### KERITON LLC

Founder &amp; CEO

MAR 2016 – AUG 2018

Launched Keriton while pursuing MS in Robotics at UPenn (on a hackathon winning idea) to help moms, nurses and lactation consultants achieve better outcomes for babies by automating breastmilk management. Eventually, took a leave of absence to run the company full-time as I was granted **extraordinary skills status** by the US government (O1 Visa, EB1 Green Card).

- As an early stage founder, I donned several hats to lead the 10-person organization to a **\$10M enterprise valuation**
- Raised **\$100K in the first 30-days**, and another **\$1M in the next 6-months** from top-tier VCs.
- Conducted design thinking sessions with 25 nurses and interviewed 350+ moms to map business processes and launch a 2-app system (for moms and nursing staff). This end-to-end breastmilk management automation **prevented \$2.5M worth of HIPAA-errors** at a single site, **decreased expiration of milk by 50%** and **saved nurses' time by 50%**.
- Crafted exceptional user experiences such as the world's first lactation analytics platform with real-time chat for timely intervention and photo-sharing to provide the right stimuli to moms, **helping moms' increase their pumping by 40%**.
- Designed the brand guidelines including **UI mockups for 40+ screens**, company website, decks, one-pagers, flyers, etc.
- Managed the technology team and architected the SaaS platform - 2 apps, 4 products, 40+ workflows, 60+ database tables/views, and 80+ APIs - with **zero downtime in 1.5 years** with 99.99% SLAs.
- Closed **\$1.1M worth of multi-year B2B contracts**, created pre-sales collateral and conducted sales demos.
- Coordinated multiple go-live activities at customers' end, and in one instance trained **150+ nurses in 2 weeks**.
- Organically generated 30+ news articles and launched a newsletter for 10,000+ recipients, resulting in **top SEO results**.
- Pitched at numerous events to win **14 national and international awards** like Gold Stevie Startup of the Year, America's Most Unique Small Business, Impact Pediatric SXSW Pitch Competition, etc.
- As the **Chairman of the Board**, I conducted quarterly board meetings and implemented effective internal controls

### SAP LABS INDIA

Product Owner &amp; Software Engineer

FEB 2013 – JUL 2015

- As the **Youngest Product Owner (globally)**, I led the charge on enterprise visualizations & dashboards for SAP Cloud for Planning and SAP Lumira. I was responsible for defining roadmaps, building cross-functional consensus, and delivery.

- Selected as a Technical Fellow in the Managing Director's office where I developed API services, SQL scripts, and predictive algorithms on SAP HANA for Moneyball for Cricket (SAP Sports Analytics). Using our solution, Kolkata Knight Riders, a Cricket franchisee in India, **won back to back championships** in 2014.
- Created user stories and conducted customer workshops as a **Product Management Fellow for SAP Palo Alto team** for Stanford's Social Flex Seating - a group-ticketing app.
- Researched a novel algorithm for SAP HANA to optimize compression algorithms using statistical estimation and demonstrated an improvement of 75-100% on data access speeds. I was awarded as the **Employee of the Year** (across 4500 employees in India) in 2013 for this project.

## ROHITS & CO. (INDIA)

Freelance Software Engineer

JUL 2011 – JAN 2013

- Designed and delivered a tool to automate revenue cycle management for SMBs, reducing the process time **from 30 days to 15 mins.**

## EDUCATION

### UNIVERSITY OF PENNSYLVANIA

2015 – 2016

Candidate for MS in Robotics (Major – Artificial Intelligence)

**GPA – 4.0 (on 4)**

- 3 awards at PennApps - world's largest hackathon - 2nd Prize (2015), 2nd Prize (2016), Best Entrepreneurial Hack (2016)

### JAYPEE INSTITUTE OF INFORMATION TECHNOLOGY

2008 – 2013

Dual Degree BS (Computer Science) & MBA (HR)

**MBA GPA – 8.9 | BS GPA – 8.5 (on 10)**

- Government of India scholarship for academic excellence (for 5 years from 2008 - 2013)
- 2nd rank (out of 150)

## SKILLS

- Product Management - Customer Discovery, Feature Prioritization, Roadmaps, GTM and Pricing Strategies
- Full-Stack Development & Cloud Architecture - Java, JS, SQL, AngularJS, Ionic, Cordova, React, NodeJS, Git, AWS
- Data & Analytics - Python, Tableau, PowerBI
- Sales & Marketing - Streak, Zoho, Hubspot, MailChimp
- UI/UX - Photoshop, Inkscape
- Exceptional interpersonal and communication (written, verbal and presentation) skills
- Strong problem solving, negotiating, conflict resolution and decision-making skills

## PATENTS & PUBLICATIONS

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|--|-------------------------------|
| • Visualization of Key Performance Indicator Dependencies (US)             | Jun 2017 ( <b>Issued</b> )    |
| • Optimization Using Statistical Estimation (US/EU)                        | Apr 2016 ( <b>Issued</b> )    |
| • Virtual Split Dictionary for Search Optimization (US)                    | Dec 2015 ( <b>Issued</b> )    |
| • Improved Expression of Breastmilk via Automated Methods (US)             | Jun 2016 ( <b>Filed</b> )     |
| • Multi-Dimensional Visual Analytics for Industries (US/India)             | Sep 2015 ( <b>Filed</b> )     |
| • In-Memory DB Optimization Using Statistical Estimation (IEEE CCEM 2015)  | Nov 2015 ( <b>Published</b> ) |
| • A Cost-Effective Sign Language to Voice Emulation System (IEEE IC3 2015) | Aug 2015 ( <b>Published</b> ) |