

Abhijoy Dutta



Professional Summary

With almost a decade of hands-on experience in product management, I am a proactive and detail oriented team player dedicated to driving successful product development. Skilled and certified in Agile methodologies, particularly Scrum, I have a proven track record of delivering value through effective product management and expert communication skills.

Experience

Amadeus Labs - Product Definition Analyst

Pune, India

07/2023 - 03/2024

Responsibilities:

- As part of the Business Intelligence team, I independently work on the flagship product, 'Revenue Strategy 360'.
- Creating and translating high-level product goals into well-defined user stories to guide development team in building features that ensure the development efforts align with the overall product roadmap.
- Additionally, I serve as a scrum master, and lead and facilitate Agile ceremonies, including sprint planning, daily stand-ups, sprint reviews, and retrospectives.
- Regularly collaborating with development team during sprint planning sessions to provide insights into feature priorities to achieve optimal results. I conduct regular review of user stories with development team to clarify requirements, address questions and ensure that team's work aligns with product vision and goals. I monitor and evaluate progress of development activities, adjusting priorities and refining user stories as required to adapt to changing business requirements.

Sabre Corporation - Product Specialist

Bengaluru, Karnataka, India

11/2021 - 10/2022

Responsibilities:

- As part of the Pricing & Revenue Management team, I single handedly managed two key fare management products of the company - 'Fares Manager' and 'Fares Optimizer'.
- Served as single point of contact for airline carriers such as Etihad, Cathay Pacific, Kenyan Airways, Shenzhen Airlines, etc.
- Evaluated technical options to solve customer problems and product gaps and performing in-depth analysis of possible solutions. Engaged with various stakeholders from different job functions for resolution of issues faced by customers and to understand customer feedback regularly.

Achievements:

- Undertook clean-up of back-end data which streamlined and improved product performance as well as led to significant reduction in costs.

HealthEC, LLC - Senior Executive (Commercial)

Bengaluru, Karnataka, India

04/2018 - 10/2021

Responsibilities:

- Initially joined in the sales and marketing team and thereafter, promoted to **Business Analyst** in the business solutions team for the company's flagship product, 'Population Health Management' (PHM) and other solutions for healthcare customers in the US.

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Skills

- **Technical:** Agile, SQL, Unix, Mongo DB, Tableau, Power BI, AI & ML, Salesforce, JIRA, Rally
- **Programming:** R, Python, C++, JavaScript

Certifications

- Professional Scrum Product Owner I (PSPO I) issued by scrum.org
- Professional Scrum Master I (PSM I) issued by scrum.org

Accomplishments

- Commissioned as a fighter pilot for the flying branch of the Indian Air Force at National Defense Academy, Pune with an all-India 25th merit position.
- Recommended for the Indian Army with an all-India 77th merit position.

Community Service

- Between June 2014 - January 2017, I started 'Do Your Bit', an organization which aims to bridge the gap between the supply and demand in the availability of volunteers to NGOs, non-profits, etc. We are working towards building a mobile-based application for iOS and Android platforms which will facilitate contact of volunteers with NGOs within their 5 kms radius. The organization has been shortlisted for funding in various incubator competitions.
- Conceptualized and started 'Project Eye Believe', an initiative with Samarthanam Trust for the Disabled to teach musical instruments and art to visually impaired children.

Hobbies

- Avid football, basketball, tennis and badminton player. Played professional football and basketball for Karnataka State League Division clubs.

- Involved in 3D analytics which allowed users to access and visualize data with point-and-click reporting and customizable, drag-and-drop dashboards to suggest optimal outcomes.
- Worked closely with sales, technology, data science and visualization teams to build product prototypes. Handled product management and entire gamut of activities, including but not limited to product enhancements and fixes, customized client-specific solutions, etc.

Achievements:

- Successfully onboarded various ACOs, CINs onto the company's flagship product, PHM.

Neviton Softech Private Limited - Head, Strategy and Business Engagement

Bengaluru, Karnataka, India

03/2017 - 02/2018

Responsibilities:

- Identified and achieved targets for the company's growth and facilitated strategic partnerships with software firms for software requirements. Planned and executed new strategies to increase sales.
- Took initiative to register the company with FICCI, NASSCOM and international industry bodies. Produced content for websites and social media channels to enhance brand visibility.

Achievements:

- Negotiated a 3-year deal worth USD 1.3 million with Warner Chappell Music.
- Part of the sales team that negotiated a deal with Walt Disney which contributed revenues to the tune of USD 650,000 per year.

J.P Morgan Chase & Co. - Senior Team Member, IT Risk Security Management

Bengaluru, Karnataka, India

07/2012 - 06/2014

Later promoted to the the role of **Business Analyst** in the **Corporate Strategy & Business Engagement** team.

Responsibilities:

- Monitored user access administration, incident management, problem change management.
- Owned and managed a team of over 10 analysts across different Tata Consultancy locations.

Achievements:

- Re-engineered the support processes, and reporting schemes thereby saving more than 1,000 person hours of effort per year.

Education

2021

International School of Engineering (INSOFE)

Hyderabad, TG

Post-Graduation Program : Data Science (AI & ML)

- Secured an aggregate of 85%.

2012

R.V College of Engineering

Bengaluru, KA

Bachelor of Engineering (B.E) : Computer Science

- Secured a CGPA of 8.5.

2008

National Public School, Rajaji Nagar

Bengaluru, KA

A-Levels: All India Senior Secondary School Examination (AISSE)

- Secured an aggregate of 84% in AISSE conducted by CBSE.
- Accredited for various theatrical plays, including the famous Broadway production, 'Hello Dolly'.

- Keen interest in music. I play the guitar, keyboard, and drums. Member of the bands 'Ethereal' and 'Court Road'. I regularly play at music shows.