

EDUCATION

• Master of Science in Engineering Management Johns Hopkins University , Baltimore, Maryland, USA <i>Courses:</i> Innovation & Growth Strategies, Professional Presentations, Entrepreneurship, Agile Software Development Methods	August 2018 - December 2019
• Bachelor of Technology: Electronics and Telecommunication Engineering NMIMS University , Mumbai, India	August 2012 - May 2016

PROFESSIONAL EXPERIENCE

Addepar Inc. (New York City, USA) June 2019 – August 2019
Product Management Intern

- Defined scope, goals and success metrics for 2 projects focused on increasing platform adoption
- Proposed a process to reduce client onboarding time by 6 hours and increase the adoption of Built-in resources
- Build Product Requirement Documents, Research Documents and User interview scripts
- Created wireframes using Figma, assessed the technical feasibility and tested them with user interviews
- Conducted 9 user interviews to gather feedback and run usability test on mock-ups
- Effectively collaborated with Marketing, Sales, Engineering and Services team to lead the projects

Skills acquired - Usability testing | User interviews | Design thinking | JIRA | Salesforce | Confluence | Sequel Pro | Periscope | Figma

Johns Hopkins University (Baltimore, MD) January 2019 – Present
Head Teaching Assistant for M.S. in Engineering Management Program

LimeTray (Mumbai, Gurgaon and Dubai) March 2017 - June 2018
Sales Manager

- Implemented pricing and payment terms for prospects which increased the average revenue per client by 66%.
- Sales close ratio of 1 in 3 meetings; 22% higher than the industry average
- Acquired total sales revenue 1.8 times the assigned target over a period of three months in Dubai, United Arab Emirates
- Launched the Inside Sales Department for the company as an Acting Team Lead to acquire clients in India and UAE remotely
- Trained and Mentored a team of 3 Inside Sales Managers and 4 Sales Development Representative

Zucus Infotech (Mumbai) June 2016 - February 2017
Associate Data Analyst

- Continuous engagement with Fortune 500 clients to gather requirements for the execution of the operational projects
- Created and implemented a custom taxonomy to classify spend data amounting \$10 Billion+ with 70 million line transaction using advanced MS Excel tools
- Closely worked with ETL configurations using **MS Excel, SQL** & Zucus analytical applications

PROJECT EXPERIENCE

Wearable Assistive Device for Essential Tremor Patients - **SteadyAid** January 2019 – Present

- Won an award for the **most impactful solution at the JHU-Business Plan Competition'19 (70 participants)**
- Built a wearable device to dampen hand tremors using microcontrollers and sensors
- Created a product roadmap, specification documentation, user stories and a comprehensive product backlog for SteadyAid
- Conducted interviews and surveys using SurveyMonkey / Google Forms to collect customer experience feedback

Consulting Project with Johns Hopkins Hospital's Home Care August 2018 - October 2018

- Led an Interdisciplinary team for developing translatable solutions to improve Blood Sample Pick up and Drop off time and thus increase the clinician's efficiency

ACHIEVEMENTS

Technion University (Haifa, Israel) January 2019 & February 2019

Business Strategy Consultant

- Won the 3-Day Startup Competition with a team of 5 out of 140 participants held at Technion University, Israel
- Led a team of 5 graduate students to Israel in Feb 2019 to participate in T2Med - Medical Hackathon

TECHNICAL SKILLS

- MS Excel • SAS • MS SQL • Python • Tableau • MATLAB • JIRA • Confluence • Figma