

**EDUCATION**

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

**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

Zycus 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** & Zycus 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