

EDUCATION

DUKE UNIVERSITY, USA | GPA: 3.97 / 4

Aug 2021 – Dec 2022

Master of Engineering Management | Product Management and Commercialization Track | (3 Year STEM OPT Extension)

Relevant Coursework: AI Product Management; Design Thinking and Innovation; Managing Product Design; Finance & Accounts; Digital Transformation; Negotiation & Consultative Sales, Marketing Strategies, Management in High-Tech Industries.

Teaching Assistant: People Analytics – Fuqua School of Business; Marketing in High-Tech Industries – Pratt School of Engineering

Active Member: Product Management Club, Data Club, Creative Communications Club

COLLEGE OF ENGINEERING PUNE, INDIA | GPA: 3.65 / 4

Aug 2016 – Oct 2020

Bachelor of Technology in Production Engineering and Industrial Management with Minors in Computer Science

TECHNOLOGY CONSULTING EXPERIENCE

TECHNICAL ACCOUNT MANAGER | Adobe Inc. | Austin, TX

Jan 2023 - Present

- Assisting Senior Technical Account Managers in supporting Enterprise clients with Adobe Experience Platform, Adobe Analytics, Real-time CDP, and related products.
- Assessing customer health, technical risks and opportunities, and implementing mitigation plans and to proactively work with them to deliver delightful digital experiences through their Adobe partnership.
- Mentoring team members and new hires on proper process and methods that ensure customer service excellence.

CUSTOMER ENGINEERING INTERN | Adobe Inc. | Remote, USA

May 2022 – Aug 2022

- Assisted Technical Account Managers to enable renewal of 4 enterprise clients across Adobe Experience Cloud products by delivering delightful customer experiences.
- Built a self-sustaining internal knowledge center using SharePoint and Power Automate for Adobe Experience Platform.
- Automated 7 workflows and deployed Slack bots to crowdsource knowledge within the organization in real-time saving more than 2 hours/week for individual team members.

DECISION ANALYTICS ASSOCIATE | ZS Associates | Pune, India

Dec 2020 – Jul 2021

- Led the analytics work stream for ETL operations in AWS and developed SQL queries to process the data to run 7 ML models.
- Generated feature importance in Python using Positive Unlabeled Learning model to identify an unaddressed market opportunity of 30 million USD per annum for a pharmaceutical client.

FOUNDING MEMBER & HEAD – CONSULTING SERVICES | The Impact Engine | Pune, India

Jun 2020 – Dec 2020

- Spearheaded the Professional Services division for the firm and won 8 client projects worth INR 150k monthly.
 - Trained over 40 interns and 120 students on LinkedIn Personal branding, Client Management and Data Analytics.
-

GRADUATE INDUSTRY PROJECTS

STUDENT PRODUCT CONSULTANT | Bloom AI | Remote, USA

Jan 2022 – May 2022

- Evaluated the competitive landscape for Insights-as-a-Service product in B2B Financial industry and fledgling FinTech space.
- Recognized a new market for the existing product that led to an additional \$3.5 Bn in Total Addressable Market size.

CO-FOUNDER & PRODUCT LEAD | MITOSO | Durham NC, USA

Aug 2021 – Mar 2022

- Conducted a thorough market research for analyzing the competitive landscape, demand for a smart knife block and gathered 6 critical feature requirements along with a 6-month product roadmap.
- Launched an MVP in 13 weekly sprints while managing engineering, customer success, marketing, and operations teams.

STUDENT PRODUCT CONSULTANT | DriveWealth | Remote, USA

Aug 2021 – Dec 2021

- Performed market research by examining business reports, interviewing customers to uncover the attitudes, beliefs, and motivation towards FinTech's growing customer segment worth \$3.8 trillion of retail investment.
 - Built Tableau dashboards by performing EDA on the survey data of over 180 respondents to uncover 16 actionable insights.
-

ADDITIONAL INFORMATION

CERTIFICATIONS: Business Analyst, Certified Associate in Project Management (CAPM), Lean Six Sigma White Belt.

DATA ANALYTICS TOOLS: MS Excel (Advanced), Tableau (Proficient), Power BI (Proficient), Amazon Web Services (Intermediate).

COMPUTER LANGUAGES: HTML (Advanced), Python (Proficient), R (Proficient), SQL (Advanced), C++ (Intermediate), Java (Basic).

INTERESTS: Writing: 30+ Blogposts and 3 Articles on LinkedIn; Table Tennis and Cycling.