**SUMMARY**

Adaptable Technical Product Manager with over 4 years of industry experience in collecting, organizing interpreting and disseminating various statistical figure. Confident & energetic communicator & presentation skill with the ability to communicate in efficient, clear & beneficial for end user. Creative with finding solutions & determining modification with realistic timeline for optimal use of organization.

**TECHNICAL SKILLS**

**Languages/Databases:** MS Access, SQL, Teradata, Oracle, MySQL, Sequel Pro, Microsoft Access

**BI/ Reporting:** Informatica, SAP, Business Objects, Transmit 5, CFF, Tableau

**Technical Skills:** Jira, Microsoft Excel, Microsoft Word, PowerPoint, Visio, Mission Control

**BI & Analytics Skill:** Data Mining, Visualization, Statistical Analysis, Predictive Modelling

**Data & Product Management:** Database Design & Management, Data Quality Assessment, Pattern & Trend Identification, Time series analysis, Aha!

**Framework & Methodologies:** MS Project, Agile, Waterfall, Requirement Analysis, Prioritization

**EXPERIENCE**

**Technical Product Manager/Tableau Developer** | Cisco Systems | San Jose, CA | July 2019 - Present

* Define product strategy - Includes driving product technology requirement, maintaining product roadmaps, feature priorities and product positioning.
* Data driven approach for competitive analysis (Software/ Hardware / Price points / ASPs) and Performed Business analysis / forecasting / quantitative sales and market analysis for a complex multi-billion-dollar market to aid critical decision making.
* Develop collateral such as datasheets, spec sheets, FAQs, NDA decks, product migration documents, white papers etc. to articulate value propositions and competitive advantages for technical and non-technical audiences & worked with Technical Marketing engineers to drive successful proofs-of-concepts, early field trials, and engage in marketing activities at various trade shows.
* Work in a Waterfall, Agile/SCRUM and hybrid of Agile and Waterfall implementation environment on Aha!
* Aggregate, clean, normalize, and visualize data from Teradata, Excel spreadsheets & Snowflake and other sources.
* Design user journeys and processes with business stakeholders across our Sales organization (Planning, Forecasting, Field Sales)

**Key Achievements**

* Automated the manual Data Analysis process by creating multiple reports on Tableau using different KPIs, LODs & other functions & removed the manual process.
* Launched 2 new products in 1 year, resulting in 30% of increase in YoY revenue.

**Data Analyst** |Castlight Health| San Francisco, CA | October 2017 – June 2019

* Driving data analysis to identify and solve problems as they arose within testing and development of the app.
* Used Sequel Pro to query complex medical eligibility data and built complex functions.
* Used CFF tool for Configurations and Implementation. Created Readers to automate the eligibility data & Deal with large sets of imperfect medical eligibility data to process it
* Developed in-depth understanding of underlying data, data structures, and business uses to ensure reports meet customer needs.
* Creating test users and SSO (Single Sign on) for the Quality Assurance (QA)

**Key Achievements**

* Was promoted from Implementations teams to Data Management team in 6 months for excellence in technical role.
* Worked on data migrated for 32 customers from Jiff platform to Castlight in the span of 1.5 years by working with cross functional teams on creating a standard process & backend data ingestion.
* Created Fail & pass report on Tableau by connecting different dB’s & spreadsheet to capture the trend on the time taking for customer migration & reasons it failed to improve the process.

 **Jr. Data Analyst** | Bag’n Baggage | San Jose, CA | March 2016 – August 2017

* Developed month end reports with key metrics, visualizations, Trent Charts, Histograms, and created excel pivot table ad-hoc reports.
* Monitored and verified data accuracy within the ERP system and sales forecast tools.
* Worked closely with ETL developers and helped analyze and transform data using ETL Informatica
* Used Oracle SQL to conduct query-level analysis of search results to derive insights and investigate for customer conversation and sales.
* Was responsible for developing a custom reporting system for each client
* Document and maintain supporting documentation for audits.
* Created expense report and company forms using MS Excel and RetailPro.
* Committed, flexible, and have demonstrated an ability to maintain elevated levels of productivity with minimal supervision.

**Key Achievements**

* Worked with cross functional teams to build a process for ad-hoc reporting, pricing trends, pricing optimization & inventory management for 52 stores which saved a lot of money & time for the company.
* Established and led monthly collaborative process between purchasing, production, sales and marketing with respect to sales forecasts and marketing promotions to ensure inventory was available for customers and product promotions/launches

**Reporting Analyst** | Chevrolet Division | Hyderabad, IN | April 2013 – July 2014

* Created project charter defining project goals, objectives, identifying scope, resources allocation, budget, timelines, and financial forecasts.
* Created catalogs, course guides and training brochures for sales reps to help understand complex product features and improve sales.
* Performed ongoing customer/market research and demographic profiling to identify and capitalize on unmet market needs ahead of the curve.
* Provided value-added analyses for new product strategic planning and expense management.
* Developed new ways to forecast client product needs and used that information to create purchasing forecasts.

**Financial Analyst** | DNA Network | Hyderabad, IN | March 2012 – August 2012

* Created performance reports and ad-hoc analysis, to assist sales and management team in evaluating progress.
* Managed all monthly, quarterly, and annual division financial results analysis.
* Compiled data to generate financial statements including cash flow, P&L, and balance sheet for review by management.
* Analyzed financial activities using excel (Vlookup, Pivot Tables, Formulas, etc) for monthly close process, balance sheet account valuations. reconciliations, expense budgeting, forecasting, and expense allocations to product lines.

**EDUCATION & CERTIFICATION**

**Bachelors in Commerce and Computers** | St. Mary’s University | Hyderabad, IN | May 2015

**MBA in Management Information System** | Lincoln University | San Francisco, CA | July 2017