

A Sree Sai Ganesh

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Portfolio - www.sreesaiganesh.com/
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SKILLS

Soft skills - Prioritisation, Product Strategy, Wireframing, Problem Solving, Stakeholder Management, Design Thinking, Process Management, Competitive Market Analysis, A/B Testing.

Tech skills - JIRA, Figma, Python, C#/C, R Program, MS Excel, MS Office, Tableau, HTML, MATLAB

EXPERIENCE

Avalon Meta - www.buildonscenes.com

Bengaluru

Associate Product Manager

Jan 2022 to Present

- Worked on customized onboarding from ideation to delivery, it has an adoption rate of 80%.
- Client interface for Monster Jobs, Ankur Warikoo, GrowthSchool, etc generating \$ 222k ARR.
- Decreased demo preparation time for sales team by 80%, by creating admin dashboard.
- Aligning the engineering team by influencing the feature prioritization as per the deliverables.
- Wrote PRDs for developers, feature release notes for clients, & newsletter content for sales.

4TiGO Network Logisitics - www.4tigo.com

Bengaluru

Program Manager

Oct 2020 to Jan 2022

- Formulated & initiated, return trip notification feature with product team optimizing the network
- Created RFQ dashboard for marketing team, hence increasing customer interactions by 20%.
- Trained & managed a team of 6 to reach prospective clients by customising the sale process.
- Ran email campaign for 2 months with an avg. opening rate of 60% & an avg. click rate of 5%

Business Process Analyst Intern

Apr 2019 to May 2019

- Developed linear regression model of 70% accuracy in predicting the target price of the route.
- Optimized focus routes by defining performance indices and analyzed the existing data.

Wipro Technologies - www.wipro.com

Hyderabad/ Chennai

Program Engineer, Developer

Aug 2016 to May 2018

- Designed & developed automation test suites for Microsoft's CRM and Nokia's Phone Switch.
- Developed and executed error list generation script on python resulting in 19% error reduction

EDUCATION

Masters of Business Administration

Visakhapatnam

Indian Institute of Management, Visakhapatnam

Jul-2018 to Mar-2020

Bachelor in Technology (Civil Engineering)

Tiruchirappalli

National Institute of Technology, Tiruchirappalli

Jun-2012 to Mar-2016

ADDITIONAL INFORMATION

Product Teardowns

- Frontrow - Recommending solutions for increasing the engagement & discoverability of music feature based on the pain points of the user personas. Ranked top 7, among submissions.
- Doubtnut – Proposed a monetization pipeline, by leveraging the existing & new offerings

Projects

- Trading System - Created a dynamic dashboard on Glide, suggesting if a stock can be sold.
- Market Analysis - Used web-scraping in python to analyse insider trading and dividend payout

Startup Interaction

- Pawzz, NGO for stray animals (2020) Designed marketing campaigns, managed website content and redesigned existing website wireframe.
- Space Stories, Interior design (2019) Worked on brand positioning, managed website content and redesigned existing website wireframe.

Certification & Competitions

- Completed "Data Science Fundamentals Program", course by UCLA.
- Secured 96.7% in "Data Science in Python", course by University of Michigan in Coursera