Samikshya Mohapatra

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SUMMARY

Strategic, data-driven Product Manager with Computer Science and Tech Consulting background and 3+ years of 0-1 product development and leading industry experience in crafting innovative product roadmaps, implementing digital transformations, and bringing products to market. Strong track record of leading cross-functional teams to execute product strategy and develop go-to-market plans that drive measurable business impact to deliver growth and scale.

PROFESSIONAL EXPERIENCE

Technical Product Manager
SquareResults - Scottsdale, AZ   Jul 2024 - Present
- Led early product launch efforts by collaborating with engineering, design, and marketing teams, **optimizing the customer journey** for Talent Acquisition professionals, and boosting engagement and satisfaction by 25%.
- Defined and executed product vision and strategy for future offerings, driving innovation, enabling long-term growth, and ensuring market differentiation through **rapid user feedback loops and iterative feature development.**
- Developed a **comprehensive product roadmap** and improved project management efficiency by 20%, accelerating delivery timelines and ensuring seamless cross-functional execution.

Product Manager/Co-Founder
Green Circle - Los Angeles, CA   Oct 2023 - May 2024
- Developed **user personas**, **product vision, and strategy** for a consumer app that enabled pre-ordering of meals, personalized dietary options, and discounts of up to 10-15%, catalyzing a 25% improvement in product performance metrics.
- Spearheaded **market research** using Google Analytics and Mixpanel, conducting 100+ **customer interviews** and validating product market fit to generate actionable insights on sustainable products and expanded market share by 15%.
- **Translated identified market pain points into a solution**, utilizing prototyping tools like Figma to lead the development of the nutrition app. Achieved a top 15 ranking in the semi-finals of the MIN Family Social Entrepreneurship Challenge (MFSEC).

AI Product Manager, Intern
The Home Depot - Atlanta, GA   May 2023 - Jul 2023
- Collaborated with a **cross-functional team** of 10 to develop a 0-1 experience and pioneered a pilot project enabling Pro customers to seamlessly transition physical shopping lists into an active shopping experience utilizing AI technology (NLP and OCR), resulting in a 10% surge in customer engagement and a +30 basis point boost in conversion rates.
- Orchestrated **user research initiatives** within B2B domain, engaging with 300+ customers and 50+ Home Depot associates to develop insightful user personas, customer journey, market trends, and critical pain points to shape product design.
- Drove **stakeholder alignment** to define product vision, features, and releases and inform **strategic decision-making** for executives. Collaborated with UX/UI designers to **improve product features and positioning.**
- Implemented **go-to-market initiatives** that resulted in 3% increase in average order value based on analysis of extensive customer satisfaction datasets and **KPI metrics** using Adobe Analytics.

Technology Consultant, Data and Analytics
Deloitte - Hyderabad, India   Sep 2020 - Jul 2022
- **Designed, developed, and launched** an integrated dashboard for Pfizer's clinical data with a cross-functional team; built intuitive user interfaces in HTML, CSS, and JavaScript frameworks such as React to enhance data accessibility.
- **Led team of five** to develop detailed test plans, write 300 test cases and conduct unit, integration, regression, and sanity testing using advanced SQL, improving quality by 90% and reducing bug fixing costs by 60%.
- **Facilitated agile ceremonies** including daily stand-ups and maintained alignment between development, testing and product partners, increasing productivity by 12% on JIRA tickets.
- Nurtured strategic partnerships with 8 healthcare clients to gain in-depth **understanding of their business pain points**, leveraging their feedback to drive new software offerings and enhancements.
- **Developed detailed product requirements (PRDs) and user stories** for Pfizer's Data Tagging solution; honored with the prestigious Deloitte Applause Award for exceptional performance in product management and exceeding career milestones.

Product Manager, Intern
Expertshub - Hyderabad, India   Jun 2018 - Jul 2018
- **Managed product development from ideation to rollout**, working cross-functionally with Product Managers and Developers to launch an intelligent traffic management system, boosting efficiency by 30%.
- Performed **competitive analysis** to better understand other Internet of Things (IoT) products in transportation industry, including marketing strategies, features, and design to help drive product roadmap.
- Prioritized and **groomed backlog of features and enhancements**, reporting status to key stakeholders.

EDUCATION

Master of Science, Engineering Management Aug 2022 - May 2024
University of Southern California, Los Angeles, California
GPA: 3.8/4, Engineering Management Stipend Holder

Bachelor of Technology, Computer Science and Engineering Aug 2016 - Jul 2020
Institute of Technical Education and Research, Bhubaneswar, India
GPA: 3.6/4, University Scholarship Holder

SKILLS & CERTIFICATIONS

Business: Data-Driven Decision Making, Data Analytics, Business Analysis, QA Testing, SaaS, Entrepreneurship, Go-To-Market Strategic Planning (GTM), Requirements Gathering, Root Cause Analysis, Strategic Pricing
Product: Product Strategy, Product Lifecycle Management, Product Vision, Agile, Scrum, User Research, Competitive Analysis, Stakeholder Management, A/B Testing, KPIs/OKRs, Market Analysis, User Experience, Design Thinking
Development/Coding: Python (Numpy, Pandas, Matplotlib), Spark, APIs, AWS, DevOps
AI: Classification, Regression, Clustering, Deep Learning, NLP, OCR, Tensorflow, Keras, ChatGPT, LLM, Generative AI
Data Management: ETL, MDM, Oracle, PostGresSQL, Redshift, R, SQL, Talend, Postman
Data Analysis: Tableau, Adobe Analytics, Excel, Google Analytics, Mixpanel, Qualtrics
Project Management: JIRA, Confluence, Invision, Trello, Miro, Notion, MS Office, Google Suite, Hubspot
Design: Figma, Canva, Adobe Suite
Professional Certifications: Certified Scrum Product Owner (Scrum Alliance, Jan 2025)