

# GAURAV NAKANEKAR

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## EXPERIENCE

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### EVOLUTION FINANCE

Washington DC, USA

*Senior Product Manager Intern*

06/16 – 08/16

- **Problem Solving:** Prioritized customer requirements and identified the product features in the retirement savings application. Created mockups/wireframes by engaging with UX team. Simplified complex financial analysis to give customized advice. Boosted predictive accuracy of the results for users by 40%.
- **Product Strategy:** Assisted CEO in formulating the strategy to increase user base for credit score application. Analyzed the performance of marketing efforts across different online channels. Recommended targeted efforts to strengthen WalletHub brand. Resulted in 200% increase in user base.

### MAGNA INTERNATIONAL

Montebeliard, France / Pune, India

*Technical Product Manager*

02/11 – 06/15

- **Product Innovation:** Conceived of and developed a robo-advisor to give unique insights to customers about product design. Identified customer requirements and developed an optimization algorithm. Enabled customers increase profit margins by reducing design cycle time by 40%.
- **Product Development:** Identified product enhancement opportunities for new customer segment -electronic component manufacturers. Spearheaded eight-member global product team to develop data visualization feature. Generated \$1M in revenues through new customer acquisition.
- **Strategic Planning:** Developed annual roadmap by defining product features and prioritizing customer needs. Created business case by measuring baseline benefits to the customers. Obtained buy-in from the product head and ensured customer satisfaction. Enabled businesses to build next generation of products.
- **Business Development:** Enhanced key product metric ARPU by 10%. Interviewed key customers of the product to understand requirements. Used inputs to build strategic product features considering long term goals. Attained \$2M in additional revenue.
- **Cross-Functional Teamwork:** Collaborated with an airline client to understand pain points. Developed user stories and recommendations to address needs. Drafted business requirement document and led interactions with cross-functional teams to align with product vision.
- **Leadership:** Realized \$3M in license fees by increasing adoption. Built lasting relationships with a broad base of small and medium businesses. Engaged with businesses to gather feedback. Collaborated with engineering and UX teams to enhance the product. Achieved 90% renewal rate.

### TATA TECHNOLOGIES LTD

Pune, India

*CAE Analyst*

02/08-02/11

- **Problem Solving:** Figured out missing product specifications to be given to vendors to reduce design cycle time of sub-system. Convinced all stakeholders to set KPIs for vendors to meet product performance targets. Resulted in saving 400 man-hours and stimulated innovation & competition among vendors.
- **Customer Focus:** Conducted A/B testing of the product by interviewing customers in focus group. Dissected feedback to identify nuanced needs. Led interactions with cross-functional teams to align with product vision.
- **Initiative:** Identified bottleneck in product development cycle. Championed a new procedure to accelerate development of different vehicle systems. Advanced the product launch by four months.
- **Analytical Skills:** Carried out extensive benchmarking analysis of competitor products for certain use cases. Devised design modifications and increased adoption by 10%, placing product among top 4 in its segment.

### INDIAN INSTITUTE OF TECHNOLOGY (IIT) BOMBAY

Mumbai, India

*Research Assistant*

07/06 – 06/07

- **Innovation:** Reduced material wastage by 20% in the production process. Developed new method by analyzing every step in the production. Increased robustness of the product and saved \$1M in product cost.

## EDUCATION

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### CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

Pittsburgh, PA

*Master of Business Administration – MBA*

**GMAT: 740/800**

06/17

- Concentrations: **Business Technologies, Strategy, Marketing**
- Memberships: Business & Technology Club, Organizational Leadership Club, Volleyball Club

### PUNE UNIVERSITY

Pune, India

*Bachelor of Engineering, Mechanical Engineering*

**Top 5%**

06/06

- Honors: First Class with Distinction
- Memberships: Board Member Mechanical Engineers Student Association, VP of Science Club

## SKILLS & INTERESTS

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- **Skills:** Advance Excel Modelling, SQL, A/B Testing, HDFS, Agile, UI/UX, Hive, Kafka, Tableau, Python, Java, Google Analytics, Optimizely, R, SPSS.
- **Community Service:** Mentor at Akanksha Foundation - NPO. Volunteered to assist elderly lonely couples.
- **Interests:** Avid mountaineer (climbed 17 forts in MH State, India); Volleyball (College team captain).