

Supritha Shankar Rao

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EDUCATION

- 2022-2023 **DARTMOUTH COLLEGE** Hanover, NH
Master of Engineering Management degree (Product Management Track)
CGPA: 4.0/4.0, A collaborative program taught by Thayer School of Engineering and Tuck School of Business
Courses: Human Computer Interaction, Product Design & Development, Customer Analytics, Data Analytics
- 2016-2020 **VISVESVARAYA TECHNOLOGICAL UNIVERSITY- (AIT)** Karnataka, India
Bachelor of Engineering in Computer Science and Engineering
CGPA: 9.08/10, Ranked **1st** in the department, Ranked **10th among 14,081** students across 216 colleges
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EXPERIENCE

- 07/23 - 09/23 **TREATSPACE INC.** Pittsburg, PA
Product Management Intern, Engineering & Product Team
- Spearheaded ideation & design of a healthcare-focused integrated messaging platform for **5K+** monthly users. Crafted product roadmap, UX mockups, & tailored doctor-patient dashboards to enhance communication & user experience
 - Utilized Moscow method from **20 user interviews** to prioritize user-centric features aligned with project mission, resulting in **7% churn reduction** and product enhancement
 - Designed & implemented company's design systems using Figma, gaining **100%** approval and high praise for creativity and maintaining design consistency from senior executives, including the CEO
 - Conducted market analysis & collaborated on trend forecasting, anticipating an **8% YoY growth**, acquiring **2.8K** additional customers, and generating a **\$1.2M revenue** surge with forthcoming texting feature in 2024
- 05/22 - 09/22 **IMPAVID TECHNOLOGIES** Bengaluru, India
Product Manager Intern, Product Innovation Team
- Led cross-functional collaboration to develop a user-centric educational platform for ranking students in **200+** state-government-run pharmaceutical colleges, a **60 lakhs INR project (\$1M USD)**
 - Utilized agile methodologies to create functional designs aligned with business needs, **saving 15 weekly hours of users**
 - Conducted user acceptance tests & product escalation training, achieving a **20% optimization** in seat allotments
- 04/21 - 05/22 **IBM** Bengaluru, India
Associate Systems Engineer, Salesforce & Vlocity Unit
- Engineered a CRM digital platform, integrating CPQ (Configure, Price, Quote) and MACD processes; Showcasing a holistic product suite for 300M+ Vodafone subscribers
 - Documented **15+** user stories on JIRA & outlined feature flows for QA testing, expediting feature releases
 - Orchestrated cross-border team collaborations between India and Hong Kong, delivering **5+ sprint demos** and concluding projects ahead of schedule, resulting in significant cost savings of **~15 million SAR (\$2M USD)**
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SKILLS

- **TECHNICAL SKILLS:** Product Management, Figma, Unity, Jira, C, Java, Python, HTML & CSS, SQL, Apex, Salesforce Lightning, SpringBoot, R Studio, Jira, Waterfall, Kanban, Agile Methodologies
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PROJECTS

- **FAM-TASTIC VIRTUAL GALLERY:** Leading a 3-person team to device an immersive AR/VR experience using Unity, with a primary focus for users to share cherished memories through a thoughtfully designed 3D gallery
 - **AMAZON PRODUCT REVIEW ANALYSIS (Link):** Analyzed 30,000 product reviews through machine learning utilizing Logistic Regression, Decision Tree, & Random Forest Classifier to derive insights & categorize data
 - **SPOTIFY SPOTSYNC (Link):** Defined a feature prototype to eliminate repetitive playlists at gatherings; Sent recorded presentation to Spotify employees & received great feedback for its potential to revolutionize music
 - **WHEELIOT: SMART WHEELCHAIR (Link):** Facilitated a team of 5 to build a wheelchair prototype, prioritized product features through market research; won best idea award among 28 other colleges
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LEADERSHIP

- **PRESIDENT:** Coordinated 45 volunteers for a tech-event, proposed event plan to town's head for approval
- **EVENT MANAGER:** Organized inter-collegiate event, drawing participants from 28 colleges & coordinated 45 teams
- **PUBLIC SPEAKER:** Energized talk sessions, engaging and connecting with parents, students, & press (Link)