Sarthak Garg

Enterprise Product Manager

Noida | +919867670321 | gargsaar@gmail.com

🌐 sarthakgarg.com in linkedin.com/in/sarthak-garg-0997a418

Summary

Experienced product manager specialist in designing B2B products and setting the product vision with a razor sharp focus on delivering unparalleled customer experience. Passionate about ML/AI.

Work Experience

Senior Product Manager — 2017 - Present

Nucleus Software

- Product Manager for Nucleus Lending Analytics, a big data analytics platform for Banks and Finance Companies to build, deploy, and monitor ML models for data-driven decisioning.
- Successfully designed and launched the platform from scratch used by 10+ FIs globally.
- Responsible for defining the product vision, roadmap, and go-to-market strategy.
- Formulate the strategy for penetrating into SEA market and developed technical partnerships.
- Working closely with Sales as a product evangelist helping them with value selling.
- Implemented the concept of Business Value Realisation to to determine the effectiveness of features, and measure overall impact.
- Rich experience in Fintech domain and technical background in building ML/AI SaaS products.
- Hand-on experience in Data Analytics and building Chatbots with deep curiosity on technology trends and being able to consume the latest technology in product vision.
- A design thinking enthusiast, believer in agile methodology for faster development and continuous improvement based on early feedback.
- Speaker at international industry events such as ADB, Manila 2019, and writer @ Medium.

Product Manager — 2015 - 2017

Impetus Technologies

- Product Manager for StreamAnalytix, a self-service data flow and analytics platform powered by Open Source big data technologies such as Apache Spark.
- Built a Real-Time Call Center Monitoring Solution with a Customer 360 view for a leading Cable TV and Telecom provider in the US.
- Established better product management and development practices for Engineering team to improve productivity.
- Created customer support portal and discussion forum to improve user adoption.
- Conceptualised and executed a creative marketing campaign resulted in increased sales lead generation by 30%.

Technical Product Manager — 2012 - 2015

Persistent Systems

- Technical product manager for Cisco Show-n-Share, a video collaboration platform powered by advanced video technology that enabled users to search content or speakers in a video.
- Owner of the product backlog, translated product requirements into user stories.
- Worked with Engineering on sprint planning, architecture/ technology discussions.
- Worked with Cisco's design team on usability testing (Heuristics and A/B testing).

Associate Product Manager — 2011 - 2012

Zycus Infotech

- Hired by CEO for conceptualising from scratch a SaaS based e-procurement platform, 'e-Proc'.
- Detailed definition of product features and document them in the form of User Stories to be consumed by Engineering and QA team for development.
- Conducted 30+ demos in a year and traveled extensively to meet prospects.
- Worked with Marketing for content and campaigns execution.

Software Engineer — 2007 - 2010

HCL Technologies

- Embedded Software Engineer for Boeing project involved in the testing of Boeing 787 Dreamliner's hydraulic function using aircraft simulators.
- Coder in C programming language

Area of Focus

Product Management

Market Research, Strategy, Pricing, Value Selling, Business Value Realisation

ML & AI

Predictive Analytics, Natural Language Processing, Conversational AI

Product Marketing

Go-To-Market Strategy, Digital Lead Generation, Community Development

Area of Interest

NLP, Python, Creative Writing

Certifications

Certified Scrum Master

Creative Writing

Tools

RallyDev, Jira, Balsmiq, Axure, Google Analytics, GitHub, AWS, Tableau, Apache Spark, Cloudera, Rasa, Markdown, Discourse, Pycharm, Twilio, Jupyter, Wordpress, Trello, MS Office, Mail Chimp, Optimizely

Education

Post Graduation in Mgmt (2010-11):

Great Lakes Institute of Mgmt, Chennai

B.Tech, Electronics (2003-07):

Uttar Pradesh Technical University

Personal Projects

https://github.com/gargsaar

AI bot for Tic-Tac-Toe

Developed multiple mobile apps, built on Kivy - a python based cross-platform application development framework.