ANDY MOHANTY

## Product strategy | Product management | Tech. strategy | Digital transformation | AI enablement

# EXECUTIVE SUMMARY

**15+ years** of diverse experience in ***Product Management, Management consulting and Program management*** in Technology, MedTech, FinTech and Retail (e-Commerce) domains. Proven track record of solving complex business problems, building innovative products and executing large-scale transformations that have had a significant business impact.

Beyond my strong technical skills, my leadership style is based on empathy, organizational awareness, and service. It has helped me foster successful client & PM-engineering partnerships. I have formed authentic and trustworthy connections with internal and external stakeholders and helped many team members reach their higher potential. I have hired, mentored and led several high-performance teams on bold projects and managed large-scale strategic initiatives (portfolios up to $1.2 B) with visibility to CXOs and board of directors.

* Managed ***end-to-end product development and launch*** of tech. platforms, CRM packages and in-house custom marketplaces; Hand-picked by senior executives to streamline and turnaround programs in distress
* Led complex Lead-to-quote transformations (B2B and B2C) specializing in CRM, CPQ and pricing
* Design ***product vision, 3YPs, GTM strategy, product roadmap, product scope*** and managed all phases of product management & delivery including design, solution concept, UI/UX, prioritizing features & product backlog, sprint planning, implementation planning, go-live, and tracking success metrics & KPIs
* Proficient in ***project operations & execution*** - project plans, sprint plans, A/B tests, daily stand ups, progress tracking, reporting, risk management and mitigation planning- to meet product goals within budget
* Worked with ***multiple engineering teams***, ***overseeing 30+ developers on parallel development tracks*** to build custom consumer applications; Collaborated closely with ***cross functional teams*** (UX, Product, Engg., Marketing, Sales, Legal, and Operations) to deliver quality products from Inception to Launch
* Developed and owned ***Change management and communication plans*** to effectively and proactively communicate program status, issues, and risks to stakeholders and drive user adoption
* Nurture and manage key client relationships and lead business development across business lines, generating new business with existing clientele
* Extensive experience working across Agile, SAFe, Waterfall, RUP and Kanban SDLC frameworks

# EXPERIENCE

**ERNST & YOUNG CONSULTING LLP Austin, TX**

**Manager – Management consulting (Customer & Product strategy) 2020 – Current**

## Adobe:

* + Realized ~$500M in revenue (18% YoY growth) by leading fit-gap analysis across value chain (team of 25) to identify value leakages & opportunities; defined product roadmap & enhanced product features (Lead management and marketing automation) to achieve rapid ROI realization
	+ Managed end-to-end product life cycle from road map discussions, business case presentations, scope definition, prototypes, solution concept, POCs, project plans, budget and resource planning, stakeholder communications, end to end implementation and go-live, and change management
	+ Increased conversions by 20% for a fintech client by improving onboarding process – significantly enhancing verifications accuracy, faster onboarding turnaround and enabling self-service features
	+ Influenced product decisions to align with higher company initiatives and tracked key metrics and key quality and performance indicators

## Merck:

* + Ramped up deal closures by 20% in 9 markets, by creating & executing a winning go-to-market strategy that involved integrating guided selling and AI capabilities into the CRM sales and service products and leading post-acquisition technical integration for the bio-tech leader
	+ Worked as a Scrum Master to build product backlog, perform capacity planning, create sprint plans for iterative development, conduct daily stand ups, track delivery progress and remove roadblocks to meet sprint and Program goals.
	+ Ideated and created prototypes with UI/UX to present the cross-sell features across different business lines to leverage existing clientele to generate new business
	+ Simplified complex business processes by using Azure AI/ML cognitive services to increase sales and reduce lead conversion time

## Merck Animal Health:

* + Launched an improved version of animal health tracker in the US market and improved user adoption by ~20 % and increased EBITDA by 18% YoY for a healthcare firm; led GTM, segmentation strategy, and relaunching improved features new product introduction (NPI)
	+ Collaborated with stakeholders and regional leaders for A/B testing of the product & worked closely with cross functional teams to design solutions and POCs to assess feasibility

## Boston NPR:

* + Increased pledge drive donations by 25% and grew new audience YoY by 12% for a public radio station by enabling customer 360, introducing marketing automation, and enabling cross-system data integrations

## Comcast:

* + ***Analyzed, rationalized, and restructured media giants’ complex product portfolio***; ***built AI “smart” recommendations*** to enable sales curate accurate product bundles & integrated solutions, increasing conversions by 20% ($450MM)

## Tyson Foods:

* + Co-created an ***integrated business planning solution (Anaplan)*** for a major food processor ***to simplify Quarterly Business Review process,*** increasing forecast accuracy by 15% and reducing sales planning time by ~30%

**INFOSYS BUSINESS CONSULTING Cupertino, CA**

**Product Manager 2016-2020**

## Apple:

* + Led team of ~30 business analysts, PMs and UX to build an in-house next-gen recruiting platform for Apple, including requirements gathering (BRD and Use cases), A/B tests, MVP and next product iterations, data governance & data migration and product launch
	+ Integrated ML models into screening processes to remove bias and improve hiring efficiency by 30% (projected $1.3 B YoY savings)
	+ Orchestrated design-thinking sessions to map opportunities, ideate and develop an internal talent marketplace MVP to enable internal talent movement

**PwC LLP Dallas, TX**

**Senior Associate Consultant 2015**

* **Southwest Airlines**: Created Network Segmentation for the cyber security platform of a major airlines;

$3.7M annually projected savings

**DELL Austin, TX**

**Product manager & Client implementation 2011 – 2012**

* Led a cross-functional team to build a scalable social e-commerce platform that enabled influencers to showcase brands/products of choice on virtual storefronts & blogs, increasing visitor engagement by 20%
* Introduced Sprint planning and Agile boards to manage and track sprint cycles
* Managed product backlogs in a lean start-up environment, assisting faster development cycles of 2 key products. Managed feature backlog in Agile framework and production tickets in Kanban methodology
* Implemented Google analytics to track and report site traffic and adoption rate

**INFOSYS TECHNOLOGIES LIMITED San Francisco, Denver, Hyderabad Technical program & product manager 2003 - 2011**

* Led end-to-end product development including road mapping, design, development, testing and deployment of CRM (Salesforce, Siebel, MS Dynamics) & cloud-based platforms for various hi-tech clients
* Successfully established and managed a 30-member engagement for developing and maintaining Charles Schwab’s lead management, sales & customer service platforms (using Siebel & Salesforce)
* Established QA CoE including Test strategy, entry exit criteria, Test Plan, QA estimates, Requirement Traceability Matrix, Test cases, Test data and Test Condition document for multiple phase deployments

#  TECHNICAL SKILLS & TOOLS

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| --- | --- |
| **Product management skills & tools:** | Go-to-market, product roadmapping, customer journey orchestration, product discovery, ideation, business requirement (BRD, PRD), experimentation & A/B tests, Agile, SAFe, new product introduction (NPI), observability & MLOps, process mapping & intelligence, data governance, analytics. Salesforce, MS Dynamics implementation. AzureDevOps, Team Foundation Server, JIRA, MS Visio, Rally, Axure Designing Tool |
| **Management consulting Skills & tools:** | Digital strategy & operations, Front office transformations, B2B E-commerce, Marketing, Sales performance management (SPM), Cloud (AWS, GCP) platforms, CRM, XaaS & CPQ solutions, Financial Modeling, Program & portfolio management, Hiring, mentoring and leading high-performance teams. Anaplan, Service Now, PROS CPQ, Celonis, Snowflake |
| **Project management Tools:** | Confluence, JIRA, Team Foundation Server, Visual Studio, MS Project, MS Office, MS Visio, MS Product Studio |
| **Databases:** | Oracle, MS SQL, DB2, Mongo DB |
| **QA Tools:** | JIRA, Quality Center, Zephyr, SoapUI, LoadUI |
| **Reporting Tools:** | Tableau, MS Power BI/Power App, Smartsheet dashboards |

**AWARDS**

E&Y: Exemplary manager in Central USA (2022, 2023) E&Y: Above & Beyond award for delivery excellence (2023) Infosys: High performer of the year (2018, 2019)

Harvard: Ranked top 1% of class; invited to pitch business plan at HBS Innovation Lab (2013)

 **EDUCATION**

M.B.A, Finance & Marketing (May, 2016). McCombs School of Business, University of Texas Austin, TX Bachelor of Engineering, Electrical Engineering. Utkal University India

Entrepreneurship and Innovation in Education. Harvard University Cambridge, MA