

# SAKSHI MORGAONKAR

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## PROFILE

Experienced product owner with a track record of leading cybersecurity, digital transformation, and product development teams within top-tier financial institutions. Well-versed in agile methodologies and adept at creating product roadmaps. Seeking product management internship opportunities to further hone my expertise in problem-solving, design thinking, and customer-centricity.

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## EDUCATION

**University of Wisconsin-Madison, Wisconsin School of Business, Madison, USA** **2023 - 2025**

*Master of Business Administration, Technology, Strategy and Product Management (STEM)*

- Key Coursework: Data to Decisions, Business Strategy, Negotiations and Bargaining, Market Research, Business Analytics.
- Won Ignite Case Competition with a cost-effective marketing strategy to drive off-peak footfall for a real estate business.
- Won the Product Case Competition for reimagining Instagram's "Threads" app with increased active user growth, rivaling X

**Jawaharlal Nehru Technological University, Hyderabad, India** **2015 - 2019**

*Bachelor of Technology, Computer Science and Engineering*

- Won 1<sup>st</sup> Prize at Google Mobile Developer Fest for designing a user-centric front-end interface for a mobile application.

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## PROFESSIONAL EXPERIENCE

**UBS, India (Multinational investment bank and financial services industry)** **06/22 - 08/23**

*Product Owner (Cybersecurity Product Development)*

- Increased average revenue per user (ARPU) by 17% by consolidating the cybersecurity product lines of UBS and Credit Suisse during their merger to align two similar product offerings into a single, more efficient security solution.
- Achieved a 90% adoption rate for new access control features by leading requirement gathering, feature prioritization, and shaping the development roadmap, to strengthen the organization's data security posture.
- Improved customer satisfaction score (CSAT) by 15% and enhanced data handling precision by 30% by establishing a formal feedback system with customers to ensure iterative product improvement for legal compliance.
- Secured a 20% increase in user retention rate by spearheading the conceptualization and launch of a new feature, "Artificial Intelligence-driven data mapping and transformation," to eliminate data portability limitations for remote Asia Pacific partners.
- Attained a 35% reduction in development time and a 20% optimization in resource allocation by employing rapid prototyping to validate new security features and enhance feature alignment with user needs.

*Associate Product Manager (Cybersecurity Product Development)*

- Elevated net promoter score (NPS) by 15% by implementing cloud-based security solutions and by crafting an intuitive, user-friendly design to improve customer experience and satisfaction.
- Mitigated the security incident rate by 65% by conducting gap assessments, identifying potential threats, and implementing a remediation plan to ensure cyber resilience and product reliability.
- Accomplished a 23% user expansion rate and efficiently handled increased workloads by leading the migration and integration of the Cybersecurity Product to AWS infrastructure.
- Enhanced team productivity by 18% by mentoring product development teams and conducting refresher training to foster a deep understanding of product vision, strategy, and customer needs.

**Tata Consultancy Services, India (India's largest multinational IT sourcing company)** **05/19 - 06/22**

*Technical Lead (Digital Transformation)*

- Improved the accuracy of the audit process by 45% by implementing a quality assurance plan and creating a standard operating procedure (SOP) to optimize workforce allocation for efficient task management.
- Delivered a 37% reduction in man-hours by driving automation using Python script development for swift and secure storage of critical financial data.
- Optimized the quality rating of network security services by 35% by conducting root cause analysis and tracking KPIs, which played a pivotal role in securing an annual client contract worth \$72000.
- Accelerated system performance by 30% through the integration of Google Cloud Platform (GCP) to improve application scalability and reduce system response time.

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## SKILLS AND CERTIFICATIONS

- Product: Agile and Scrum Methodologies, Data Analysis, UI/UX Design, Roadmapping, Cross-Functional Collaboration
- Technical skills: SAS Studio, JIRA, Figma, Python, Cloud Security, Google Cloud, Advanced MS Excel, Cyber resilience
- Certifications: Lean Six Sigma Black Belt, Project Management Professional (PMP), Certified Scrum Product Owner (CSPO)

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## VOLUNTEER ACTIVITIES/PROFESSIONAL AWARDS

- Recruited 200+ volunteers and raised \$65K to empower rural women entrepreneurs at a national business chamber.
- Awarded the Technical Excellence accolade for implementing automated storage solutions for sensitive financial data.
- Won the Best Team Award for successfully leading and executing a cloud migration project.