

Abhishek Sansanwal

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EDUCATION

Cornell University | *MEng in Engineering Management* | New York, USA Expected: Dec 2022

- Specialization: Product Management and Entrepreneurship (GPA: 3.88)
- Awards: MEC (M.Eng. Committee) Fellowship of \$20,000 amongst 1000 students in the College of Engineering

Guru Gobind Singh Indraprastha University | *BTech in IT* | New Delhi, India Aug 2017- July 2021

- Established the most active technical club in the college, International Organisation of Software Developers, with 400+ members in 18 months and increased student employment by 5 times
- Organized a 36-hour hackathon, in partnership with Microsoft, GitHub, Hackerearth, JetBrains and Code Saga, managed a budget of \$1200 and saw participation from 15 universities

EXPERIENCE

Strategic Product Planning Intern | *Volvo Group* | North Carolina, USA May 2022 - Present

- Analyzed data from the trucks of Volvo's biggest customers in the vocational industry vertical to build strategy for offsetting BEV (Battery Electric Vehicle) charging time by increasing the load capacity by 24%
- Contributed to a \$500 million+ project by supplying useful insights on after first life of vocational trucks by doing customer interviews and surveys
- Currently: Investigating natural gas engine's trends and market needs to forecast its positioning with transition to electro-mobility for future product offerings of Volvo and Mack Trucks

Product Manager | *Neutrify* | San Francisco, USA May 2021 - Aug 2021

- Optimized process efficiencies at Neutrify by 75% by developing roadmap and prioritizing features on Airtable
- Won \$1000 from 10K Entrepreneur through developing business plan and evaluating 200 survey responses
- Found new opportunity leveraging existing product lines in current market segment by performing competitive SWOT analysis of 16 companies
- Designed the implementation strategy for integration with Instacart to develop a sustainable recommendation system

Product Manager Intern | *Famwork Inc.* | Chennai, India Dec 2020 - April 2021

- Led team of 4 (1 designer, 2 UX researchers) to ideate and deliver UI mockups for Appointment Scheduling unit of the EHR (Electronic Health Records) system, pitched to the leadership team, bringing our contributions to the product development
- Managed tasks on Asana & introduced tldv tool which encouraged asynchronous work for the global team of 25 members
- Designed low-fidelity wireframes on Figma for automated billing & CPT (Current Procedural Terminology) coding module during a company-wide sprint

iOS Developer | *Google Summer of Code* | New Delhi, India May 2019 - Aug 2019

- Worked on Amahi iOS app which has a rating of 4.3 on the App Store and successfully passed all three evaluations
- Collaborated with web developers to implement 7 new features, namely, Audio Player, Subtitles & Audio Tracks, Chromecast SDK, Upload/Delete, Thumbnails, Recent Files Database (3000+ lines of code in Swift)

SKILLS

- **Product:** A/B Testing, Business Strategy, Data Analytics, Outcome-based Roadmapping, UX Research, Product and Prioritization, Stakeholder Management
- **Technical:** SQL, PowerBI, Swift, iOS, Java, Python, Figma, Sketch, Git, Airtable, Asana, Agile, Rest APIs
- **Interests:** YouTube, Lo-fi Music, Beats Production, Filmmaking, Van Life, Environmental Sustainability

HONORS & AWARDS

- **AsiaOne** – 40 Under 40 Most Influential Indians, New Delhi, India
- **Google** – Venkat Panchapakesan Memorial Scholarship (2019-2020 cohort), California, USA
- **TEDx** – TEDx Youth@CIRS: Ways to Success, TEDx DYPCOE: Don't build a resume, build a life
- **Verved** – Founded an edTech company, led 21 employees, created opportunities for more than 100 students and reached 45+ colleges (>10,000 students), awarded *Top 50 Tech Leaders* by InterCon, Dubai