Neelam Dalwani

Product Manager

CONTACT

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LinkedIn
Portfolio

PROFILE SUMMARY

I have proven experience in **delivering & growing large-scale Enterprise Technology products.** Over the past **9 years**, I have gained in-depth knowledge of the product life cycle, from ideation to iteration, and established a record of implementing cost-saving, revenue-generating, and user-focused solutions.

AREAS OF EXPERTISE

- Market & User Research
- Agile scrum – AzureDevops, Jira
- Analytics – PowerBI
- UI/UX – Wireframes & Prototypes Tools
- CRM, Risk analytics domain
- SAP & Oracle ERP

EDUCATION

- **SP Jain Institute of Management & Research (SPJIMR)** – MBA, 2019–2020
- **Mumbai University** – B.E. (Computer Engineering), 2010–2013
- **Certifications**
  - **Microsoft SQL Server 2008**, Database Development
    SAFe POPM certified
    Salesforce Admin

WORK EXPERIENCE

LTIMindtree| Technology consulting

Ernst & Young

Product manager of VIA (Risk Analytics and Risk Assessment capabilities), B2B SaaS | Feb 2021 - Present

- Launched a feature to improve the onboarding flow of the new and existing client **reducing TAT** by 67% and **cost by 30%**
- Conceptualized the feature to load the data from **ERPs** on multiple servers parallelly which led to an increase in **adoption rate by 20%**
- Owns Product vision, Product roadmap, and Quarterly PI planning
- Scaled the product that is currently used by 100 companies to perform an audit

PEPSI

Product manager of data product, B2B2C SaaS | March 2020- Jan 2021

- Ideated and launched **Pepsi's first Direct to consumer data dashboard product** for the sales persona
- Implemented problem definition, **primary / secondary user research**, validated the **MVP** & defined **product requirement documents**
- Led a cross-functional team to commercialize this new product
- Launched the product in five mega-cities: Bangkok, Dubai, Shenzhen, Mexico City, and the country of India (focus on Tier 1 cities)
- Worked with sales, marketing & insight generation team to generate insights from data
- Worked with UAT users to help in the functional testing of the product

Deloitte Consulting USI

Product Lead, Salesforce CRM, Healthcare | Jan 2014 - Jan 2019

- Developed design and implemented the business logic through **Salesforce CRM** to improve the business processes, generating a **revenue of USD 1 Mn**
- Implemented the operation model for **Agile delivery** at the client organization
- Won a total of **six** awards including Applause, Spot, and project