Aman Shaikh

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WORK EXPERIENCE

AIG   Atlanta, Georgia
GenAI Product Analyst   *Dec 2024 – Present*
- Improved conversion rates in insurance underwriting by 20% across three lines of business by designing and launching a propensity-based scoring model, partnering with data science and engineering teams
- Reduced triage and manual review time by ~30 minutes per submission by building an AI-driven prioritization framework that ranked incoming items by likelihood of conversion and profitability
- Embedded scoring and insights into operational dashboards and workflows, supporting quarterly delivery commitments, improving stakeholder visibility, and enabling faster iteration with <2% rollback rate
- Delivered customer-centric product initiatives using Scaled Agile methodologies, owning backlog prioritization and sprint planning for cross-functional Scrum teams, achieving 90%+ sprint commitment reliability

Change   San Francisco, California
Go-To-Market Strategy Consultant   *June 2024 – Dec 2024*
- Delivered a 17% improvement in lead conversion of our donation payment processing platform by acting as the voice of the customer, collaborating with business, engineering, and data teams to drive customer-informed feature delivery aligned with commercial goals, supporting the launch in five new markets
- Conducted comprehensive market research and competitive analysis for 15+ competitors, leveraging insights to inform product roadmap and technology-driven initiatives, including AI-powered tools for a fundraising platform
- Created and maintained user stories, epics, and backlog items, ensuring alignment with overarching product vision and Agile methodology, leading to a 1.3x increase in qualified leads

Signzy Technologies   Mumbai, India
Business Analyst   *Oct 2022 – Aug 2023*
- Collaborated with global financial institutions to deliver AI-enabled digital onboarding solutions, aligning product development with business requirements and managing accounts totaling over $950,000
- Supported the creation of MVPs by identifying key customer pain points, using data-driven insights to inform product development and drive value-focused initiatives
- Conducted data analysis, stakeholder surveys, and product testing, translating feedback into actionable recommendations that resulted in a 32 basis point improvement in customer onboarding

Neewee Analytics   Bengaluru, India
Product Analyst   *Dec 2021 – Sept 2022*
- Led the development and documentation of product vision, feature lists, and epics for a B2B SaaS platform, helping the product team deliver enhancements that improved operational efficiency by 30%
- Engaged in A/B testing and concept testing, gathering product feedback and insights that helped shape strategic decisions around feature prioritization and market alignment

Schneider Electric   Mumbai, India
Deputy Manager – R&D   *July 2019 – Dec 2021*
- Achieved a 25% cost reduction and improved breaking capacity in new Air Circuit Breakers by leading R&D and prototyping efforts, utilizing lean and six-sigma principles
- Filed a patent named 'Plug and Play arrangement of ETU in Air Circuit Breakers' for tool-less assembly of trip units, in turn reducing safety hazards and overall cost of assembly

EDUCATION

Northwestern University, Evanston, Illinois, USA   **Dec 2024**
Master of Engineering Management (MEM), Concentration: Product Management   *GPA: 4.0/4.0*
Coursework: Product Management, Project Management, Technology Strategy, Marketing Analytics, Finance, Operations

Veermata Jijabai Technological University, Mumbai, India   **May 2019**
Bachelor of Technology in Mechanical Engineering, Secretary of Student Council   *GPA: 3.23/4.0*

PROJECTS

Product Manager, ShopWise
- Led the development of an AI-powered coupon aggregator platform, increasing coupon redemption by 35% and reducing user decision time by 25% through optimized UX and a detailed Product Requirements Document (PRD)

Co-Founder, Optimus
- Pitched a circular economy-based energy storage solution at a venture competition organized by Schneider Electric, ranking in the top four of 250 global entries, with a projected $1.3 million in revenue by 2030

SKILLS

- **Technical**: SQL, Python, Tableau, Power BI, Advanced Excel, Azure, Jira, MS Project, CAD/CAM, BPMN, CRM, Figma
- **Business:** Project Management, Product Management, Business Analysis, Customer Success, Stakeholder Management, Consulting, GTM Strategy, Communication, Leadership
- **Certifications:** Certified Scrum Product Owner (CSPO), Google Data Analytics, SQL Essentials, MATLAB, Business Foundations - Wharton