

# PRALHAD RAMDAS VAISHNAV

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## SKILLS

- **Certifications:** Certified Scrum Product Owner (**CSPO**), Project Management Professional (**PMP**), Tableau Desktop Specialist
- **Product Management:** Product roadmap planning, User story development, Stakeholder management, Go-to-market strategy, Product lifecycle management, Requirements gathering, A/B testing, Customer journey mapping
- **Platform & Tools:** Atlassian Suite (Jira, Confluence, Trello), Asana, Scrum/Kanban, Sprint planning, Microsoft Visio, CI/CD, API Basics
- **Analytics & Technology:** Python, R, SQL, Tableau, Excel, Cloud platforms (AWS/Azure/GCP), AI/ML integration, Data warehousing

## EXPERIENCE

**Product Manager, RegEdge LLC, United States**

May 2024 - Present

**Client: Cantor Fitzgerald**

- Generated \$2.3M in annual compliance cost savings for financial institutions by developing an intelligent analytics platform that detects data quality issues and reporting gaps in trading systems, preventing costly regulatory penalties and operational failures
- Reduced regulatory error rates by 38% by engineering configurable rule engines that automatically translate complex compliance requirements into scalable detection systems, processing high-volume transaction data across multiple trading desks
- Accelerated assessment cycles by 75% (from 3 days to <1 day) through predictive recommendation engines that analyze historical failure patterns, enabling compliance teams to proactively address issues before regulatory deadlines
- Achieved 100% client adoption rate across 3 Tier-1 institutions by leading cross-functional teams (data scientists, engineers, compliance SMEs) to deliver modular assessment frameworks that integrate seamlessly with existing trading infrastructure
- Improved user satisfaction scores from 6.3 to 8.7/10 by designing intuitive interfaces with clear explanations of system findings, enabling compliance officers to understand and act on recommendations without requiring technical expertise
- Scaled platform across 7+ business units by building adaptable diagnostic solutions supporting real-time monitoring, internal audits, and data quality checks, reducing manual compliance reviews by 65% organization-wide

**Product Management Co-op, Patient Centered Outcomes Research Institute, United States**

Sep 2023 - April 2024

- Revamped the company's legacy data requests platform by identifying bottlenecks through process mapping and gap analysis using Microsoft Visio, reducing request processing time from 2 weeks to 3 working days
- Facilitated Joint Application Development (JAD) sessions with the UI/UX team, engineering, and data architects to translate business needs into detailed system requirements, and design solutions that contributed to a 30% reduction in response times
- Prioritized the product backlog using the Weighted Shortest Job First (WSJF) method, breaking down requirements into user stories to optimize delivery value and ensure clear communication between business stakeholders and the development team
- Monitored Key Performance Indicators (KPIs) using Tableau including user engagement rates, task completion times, and system uptime to optimize product performance, leading to a 25% increase in user satisfaction scores
- Implemented a change management strategy for HIPAA compliance in data request system, creating privacy-focused documentation and training, achieving 100% PHI (Protected Health Information) adherence

**IT Business Analyst Co-op, Massey Services Inc., United States**

Aug 2022 - Aug 2023

- Migrated over 1 million customer records from ServiceNow to Salesforce CRM, ensuring data integrity and business continuity.
- Created business requirements documents (BRDs) in Confluence; User stories, and Epics in JIRA to effectively communicate functional and non-functional requirements to developers and data architects.
- Conducted System Integration Testing (SIT) and User Acceptance Testing (UAT) across 15 core business processes, identifying and resolving over 50+ critical issues to ensure system quality and readiness.

**Associate Product Manager, Signify, India**

May 2020 - July 2022

- Drove wireless IoT market growth in North America from 2% to 15% by leading product strategies and roadmap execution for smart lighting solutions, delivering 20+ new features aligned with emerging connectivity standards.
- Informed go-to-market strategy through in-depth competitive research, user interviews, and trend analysis, enabling rapid feature differentiation and accelerating customer acquisition in target verticals.
- Boosted early user adoption by 35% by defining MVP scope, leveraging OKRs (Objectives and Key Results), writing detailed PRDs, and managing full SDLC from ideation through launch, ensuring fast feedback loops and value-driven iterations.
- Achieved 98% on-time feature release rate by guiding Agile cross-functional teams (engineering, design, QA) through Scrum and Kanban processes, maintaining velocity while scaling platform capabilities.

## EDUCATION

**Syracuse University**, Master of Science, Information Systems | GPA: 3.94/4.0

Aug 2022 - May 2024

**University of Pune**, Bachelor of Technology, Electronics Engineering | GPA: 8.28/10

Aug 2016 - May 2020