

SANKEERTH GOLI

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SUMMARY

I am a customer focused and empathetic Product Manager with over 10 years of experience across a wide variety of industries including Manufacturing, Healthcare, Commercial Real Estate, Telecom, and Financial Services. I have a technical background allowing me to creatively collaborate with users and UI/UX teams to solidify product designs, create user journey maps and long-term strategic roadmaps through use of telemetry and customer needs allowing me to maximize revenue and increase return on investment.

EXPERIENCE

Altus Group, Cary, NC

June 2021 – Present

Product Manager

- Conduct market research activities to validate future functionality, identify pain points, and find opportunities to create a value proposition for our customers and improve overall cloud adoption by enhancing the user experience and testing the product-market fit to reach a target of 35% in increased cloud conversions
- Collaborate with Sales, Support, Legal, Software Development, UI/UX and Go-to-Market (GTM) teams to discover product needs for our Cloud Portfolio offering to improve the overall onboarding experience by targeting the technical and administrative use cases including user and data management, organizational level authentication methods, 3rd party integrations, global configurations, entitlement management, and general data and cloud security
- Define a product vision and product strategy by identifying user journeys, use cases, and personas to develop a long-term strategic 3-year roadmap aligning with recent company acquisition product teams to build a unified cloud offering
- Determine a go-to-market strategy by communicating and using the appropriate messaging, monitoring user telemetry and quantitative metrics such as Net Promoter Score (NPS) and growth rates, implementing A/B testing when necessary, and iterating based on consumer feedback
- Understand end-to-end integration and data ingestion use cases by interviewing client users and working with internal users such as advisory services and appraisers to gather foundational requirements for an \$10M budgeted enterprise Integration Platform as a Service (iPaaS) in Azure that is scalable for future use cases
- Prioritize and evaluate proposed initiatives / concepts conducting preliminary discovery workshops and defining scope, understanding client problems, identifying total addressable market and monetization opportunities, collaborating with UX/UI and technology development teams to create agile build timelines, and cost estimates, and establish opportunity cost or impacts to existing revenue for not moving forward with the proposed concept

PennyMac Loan Services, Cary, NC

Nov 2020 – May 2021

Product Manager, Document Services

- Developed a product roadmap by creating a set of epics and features for decoupling existing Loan Origination System (LOS) with a new document generation engine allowing for more functionality, increased warranty and representation of regulated documents, and centralizing document generation process to allow a more modern application architecture using industry best practices
- Verified document generation engine program is focused and aligned to overall project strategy by defining Objectives and Key Results (OKRs) and Key Performance Indicators (KPIs)
- Produced current state workflow by determining gaps and identifying multiple manual steps to automate allowing a reduction of borrower wait time for disclosure documents from an average of 24-48 hours to less than 15 minutes
- Corresponded with stakeholders including Broker Portal, Loan Origination System, Disclosure Specialist team, and third-party software vendor to identify gaps and create future state workflow for cross functionality
- Took over product leadership of a failing data test harness that validates data pulled by vendor from the Loan Origination System to generate documents and improving tool effectiveness from less than 30% to greater than 96%
- Managed eight resources across three different projects while actively being involved in recruitment and continuously interviewing to build out the new office

CapTech Consulting, Charlotte, NC

Nov 2016 – Nov 2020

Product Manager

- Created the product vision and developed the product strategy by producing a 2-year product implementation roadmap, and estimating epic/feature sizes with the architecture and development team on a \$3+ million project to combine an on-premises Siebel and MS Dynamics CRM systems to a single cloud-ready version of MS Dynamics impacting client-facing operations and 200+ users
- Represented client in change request disputes with third party MS Dynamics development team saving the client \$1.5 million in added spend and capturing key metrics to validate savings

- Spearheaded account financials by serving as the financial account manager for an \$11 million account overseeing the financial forecasting, account invoicing, statement of work (SOW) projections, and planned for strategic business development opportunities with the larger account management team
- Consulted as a product manager of a new manufacturing floor web application that uses Camunda BPM integrated with AWS serverless technology (e.g., Lambdas, API Gateway, SQS, and SNS) by leading Product Increment (PI) planning for scrum teams co-located across multiple time zones, prioritizing Epics and Features with the larger Product Management team, conducting design reviews with CX/UX, and researched for further features and enhancements for greatest business value
- Conducted a technology assessment to eliminate duplicative tools and processes across 16 workstreams for a Merger and Acquisition (M&A) and provided a recommended 3-year technology roadmap and architecture in the interest of the 3 companies with similar business models
- Performed as a product owner for an application to reduce go-to-market time for new products by automating the integration and stress testing resulting in a 23% efficiency gain
- Mentored and led a team of Product Owners and Business Analysts across different projects

The Boeing Company, St. Louis, MO & Charleston, SC
Software Engineer / Product Owner

Jun 2013 – Nov 2016

- Performed as the application architect to rebuild an existing workflow management system and oversee the implementation of an international supplier COTS application by providing the appropriate prioritized business, technical, and regulatory requirements and scheduling the development activities to aid in the Teardown lab's savings goal of \$1 Billion
- Achieved the prestigious Boeing Technical Replication award with nine other Teardown Lab colleagues, which is awarded to the year's top 10 Boeing innovative patents and projects
- Drove the Data & Knowledge Management initiative to plan, structure, and make available the capture of critical data of future teardowns and over 500 existing teardowns generated by the engineers while making the data easily accessible company-wide
- Oversaw data conversion activities for a new cost and rate management system utilizing Oracle Hyperion and Essbase from legacy financial forecasting and reporting systems with ETL tools such as IBM DataStage and Oracle Data Integrator to migrate over 2 million records in 30+ Boeing business units
- Saved over \$200k in licensing fees by designing and implementing an alternative custom python-built solution leveraging Teradata and Oracle command-line utilities

EDUCATION

North Carolina State University

Raleigh, NC

Bachelor of Science in Computer Science; Minor in Business Administration

CERTIFICATIONS AND AWARDS

- Amazon Web Services Solutions Architect Associate
- Safe 4 Product Owner/Product Manager
- Boeing Technical Replication Award
- Cornell University Financial Management
- Azure Fundamentals
- SAFe 4 DevOps Practitioner
- Duke University Business Analysis

SKILLS AND TOOLS

Agile Methodologies	Scrum	SAFe	Jira	Confluence	Smartsheets
Cloud	Serverless	AWS	Python	Miro	Aha!
Segment.io	LaunchDarkly	Looker	Product Management	User Story Mapping	User Journey Mapping
Strategic Planning	Data Analysis	UI/UX Design	Competitor / Market Research	User Acceptance	Design Thinking
Java	API & Web Services	REST / JSON / XML / SOAP	Azure	SQL	Oracle
MySQL	PL/SQL	SDLC	Flask	ETL	Oracle Data Integrator (ODI)
IBM DataStage	Hyperion Planning	Essbase	Tableau	Analytical and Critical Thinking	Excellent Interpersonal & Communication