

SUMEDH JIGJINNI

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EXPERIENCE

New Relic, San Francisco, CA May 2017 – Present
Strategy Consultant

Optima Tax, Santa Ana, CA May 2016 – May 2017
Director, Product Management

- Transitioned CRM to Salesforce for 400+ licenses through project/vendor/resource management
- Served as member of Operations Strategy team, composed of COO & VP IT, that manages software development & operations priorities
- Led cross-functional team to launch new business line, *Optima Protection Plan*, to 100 subscribers within 6 months; serving as point person for all new business initiatives

LoanNow, Santa Ana, CA March 2015 – April 2016
Director, Product Management

- Enhanced online loan application conversion rate by reducing friction at key points
- Expanded serviceable market through the acquisition of 6 new state licenses with Legal team
- Promoted to Director from Product Manager within 1 year

Sugam, Inc. (Catalist), Palo Alto, CA August 2013 – February 2015
CEO & Founder

- Validated market & product design via 30+ customer/user interviews
- Designed, developed, and shipped a productivity SaaS platform to 100+ users at 10+ companies
- Optimized funnels via data through iteration of features, design, & inbound/outbound marketing
- Presented at various events & pitched product to CrunchFund & Sequoia Capital

Kiwi, Palo Alto, CA November 2012 – July 2013
Product Manager

- Shipped & managed 2 top 50 grossing games on Android, *Monsterama Park & Mystery Estate*
- Worked with internal & external offshore development and design teams to ensure requirements were being met according to business, user, and Android Featuring needs
- Coordinated all aspects of game including content, development, art, user acquisition, and launch

Lexity (acq. by Yahoo!), Mountain View, CA May 2011 – August 2011
Intern, Product Management

DIRECTV, El Segundo, CA October 2008 – May 2010
User Interface Designer

Cisco Systems, Irvine, CA August 2007 – September 2008
Testing Coordinator, Beta Program

EDUCATION

Kelley School of Business, Indiana University, Bloomington, IN May 2012
Master of Business Administration (Full-Time), Consumer Marketing, Entrepreneurship, & Analytics

University of California-San Diego, La Jolla, CA June 2007
Bachelor of Science, major in Cognitive Science with emphasis in Human Computer Interaction

SKILLS

Asana | JIRA | Confluence | Illustrator | Photoshop | Rails | Bootstrap | Git | JS | MySQL | Tableau