

Vaibhav Varshney

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Leveraging 5+ years of analytics and problem-solving excellence in IT and 2+ years in delivering SaaS products, I'm driven to transition into Management roles. Armed with an MBA from the University of Liverpool, UK, I seamlessly blend technical expertise with business acumen. I'm eager to empower forward-thinking companies, elevate their product offerings, and ensure unwavering client trust through strategic product decisions.

EDUCATION

The University of Liverpool, United Kingdom

Sept 2022 – Sept 2023

Master of Business Administration. Major in Data Analytics and Brand Communication.

Grade: Merit

GL Bajaj Institute of Technology and Management, India

Aug 2013 – Jul 2017

B. Tech in Computer Science

Grade: ~70%

EMPLOYMENT HISTORY

QC Medica, United Kingdom

Project Manager (Working Student)

Feb 2023 – May 2023

- Developed and executed a digital marketing strategy utilising the **RACE** framework that aligned the client's business goals and target audience
- Implemented an **A3** planning framework for conducting a **SWOT** analysis and identifying the major internal and external aspects influencing the organisation's success or failure in accomplishing its marketing objectives.
- Managed a Team of 6 and kept track of their performance using a **Gantt Chart**, conducted daily scrum. Ensured effective communication and alignment with stakeholders by providing regular status reports.

To The New, India

Senior Software Engineer

Nov 2020 – Jul 2022

- Worked as a PM and launched a CMS platform more like an event broadcasting website with a dev team to solve the clients' problems, enabling non-technical users to create a website effortlessly via CMS and saving more than **40%** of the clients.
- Led communication with stakeholders and delivered a pivotal docking feature for Tata Play, India's top DTH provider, resulting in a **35%** boost in customer base.
- Effectively managed the end-to-end delivery of a NetEffect project and keeping key stakeholders informed throughout the development lifecycle, identifying risks and opportunities of the feature, contributing to a **30%** reduction in company costs.
- Proficiently gathered and documented functional and non-functional requirements from stakeholders, translating business requirements into clear user stories and sprint goals for the engineering team to deliver features & enhancements and iterate.
- Managed project communications and drove a **20%** revenue boost for the Parliament of New South Wales (Legislative Assembly in Australia) by collaborating with stakeholders and leading a development team.

Software Engineer

Oct 2018 – Nov 2020

- Independently oversaw the complete software development life cycle of a project, from project initiation and a comprehensive understanding of client requirements to ensuring end-to-end delivery, and met **98%** of the deadline.
- Successfully multitasked as a resource on a high-priority project, resulting in a significant reduction in project delivery time from 4 months to 2 months and a **20%** cost savings for clients.
- Enhanced user experience of a website by reducing response time in collaboration with AEM developers using **JavaScript, HTML, SCSS, and jQuery**, resulting in an increase in customer base by more than **40%**.

Webuters Technologies Pvt Ltd, India

Software Engineer

Jul 2017 – Oct 2018

- Automated a YB Communications and Server Dashboard project by integrating numerous **APIs** with **AngularJS** and developing intuitive and responsive UI components, resulting in a reduction of **30-35%** in client cost.
- Experience in attending scrum ceremonies like Daily Scrum, Sprint Planning, and Sprint Retrospective meetings.
- Managed a project named GOYA in **AngularJS, Firebase, HTML, and CSS** – The largest Hispanic-owned food company in the US with a team and saved more than **30%** of client costs by managing effective end-to-end delivery.
- Built a subscription-based product for sudoku enthusiasts using **AngularJS, NodeJS, HTML and CSS** with features like weekly contests and monthly championships and contributed to the company's revenue by **10-12%**.
- Conducted comprehensive testing to identify and rectify bugs ensuring the delivery of high-quality web applications by following best coding practices and updating JIRA.

SKILLS & COMPETENCIES

- Product Management
- Tableau
- Stakeholder Management Skills
- Data Analysis
- SQL (Basic)
- Atlassian Jira / Confluence
- R (Basic)
- MS Office Suite
- Market Research and Analysis
- Strong Leadership Skills
- Cross-Organisation Collaboration Skills
- Extreme Ownership
- Experience of Handling Multiple Stakeholders
- Project Management Skills
- Agile Product Lifecycle
- Problem-Solving Mindset
- Strong Analytical Skills
- Effective Communication Skills
- Willingness to Learn Quickly

PUBLICATIONS & EXTRACURRICULAR

- Prepared & delivered Boot Camp sessions for new entrants in the company (To The New), imparting crucial skills and insights for a seamless academic transition. **[Feb 2020 – Feb 2022]**
 - Elucidation of Aspect Oriented Programming in the Technical Symposium on Emerging Technologies in Computer Science. **[2016]**
- [International Journal of Engineering Applied Sciences and Technology, 2016. Vol. 1, Issue 3, ISSN No. 2455-2143, Pages 5-54]

TRAINING & CERTIFICATIONS

- Project Management Job Simulation by Accenture North America **[2024]**
- Agile Virtual Experience Program by JPMorgan Chase & Co **[2023]**
- Tableau Essential Training **[2023]**
- Tableau 2022 A-Z: Hands-On Tableau Training for Data Science **[2023]**
- Business Analysis Foundations: Business Process Modeling **[2023]**
- Cert Prep: PMI Agile Certified Practitioner (PMI-ACP) ® **[2023]**
- Collaborative Online International Learning (COIL) Project on UN's Sustainability Development Goals **[2023]**