RICHA SABOO

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EDUCATION

Master of Engineering Management, Johns Hopkins University, Baltimore, MD | GPA: 3.9/4.0   *Dec* 2023
Relevant Coursework: Fundamentals of Product Management, Agile Management, Business Design, Human-Computer Interaction
Teaching Assistant: Professional Writing and Communication, Practical Ethics, Accounting and Finance, Strategic Management

Bachelor of Technology in Mechanical Engineering, MIT World Peace University, India | GPA: 3.9/4.0   *June 2022*

EXPERIENCE

Product Analyst | Stepstone Group LLC (Nasdaq: STEP) | Baltimore, MD   *Jun 2023 – Present*
- Deployed 5+ features into database platform after data analysis on 500+ multi-stage investments, driving strategic product enhancements that led to a 10% increase in user engagement and a 15% improvement in user satisfaction
- Pinpointed user pain points and feature gaps through market research and interviews with 20+ users, shaping roadmap planning and priorities to better meet user needs
- Collaborated with cross-functional teams using agile/scrum methodology to develop 5+ data-driven models, enhancing product positioning and informing go-to-market strategies for portfolio firms
- I Introduced new data visualization methodologies, improving readability, reducing report generation time by 25%, and driving a 20% increase in tool adoption on the SaaS platform

Product Management Intern | Scholarly | Baltimore, MD   *Aug 2023 – Oct 2023*
- Directed a team of five in gamifying an educational networking app, incorporating features inspired by popular social media platforms and mobile games, increasing user engagement by 20% and improving retention by 15%
- Conducted competitive analysis to identify key features from leading apps, adapting them to strengthen Scholarly's market position and enhance product functionality to align with evolving user expectations
- Spearheaded end-to-end UI/UX optimization by analyzing data from usability testing and 20+ customer interviews, identifying areas of friction and drop-off, reducing churn by 12% and user satisfaction by 25%, as confirmed by post-launch survey feedback
- Created detailed mock-ups using Figma and user stories with technical specifications and acceptance criteria for the development team, effectively resolving UI friction points and improving app performance, which decreased bug reports by 30%

Lead Engineer | FENSS Technology Pvt. Ltd. | India   *Jul 2021 – May 2022*
- Designed, fabricated, and programmed advanced robotic end-effectors for the Ministry of Defense, optimizing operational capabilities to meet high-stakes, mission-critical requirements
- Reduced the number of actuators in the prototype by 50%, achieving a 40% decrease in volume and a 35% reduction in weight
- Engaged with stakeholders through interviews to understand market needs, developing targeted marketing strategies based on market sizing and segmentation to address three distinct customer bases

Founder | Gratitude | India   *Mar 2019 – May 2022*
- Spearheaded the development and launch of a new product line, overseeing each stage of the product lifecycle, from design and production to market introduction, ensuring timely delivery and market alignment
- Analyzed consumer behavior patterns and integrated customer feedback to develop pricing and marketing strategies that resonated with target audiences, driving product adoption and brand growth
- Outsourced design and manufacturing, negotiating with vendors to cut costs by 35% and achieve a 47% profit margin

LEADERSHIP

President | Johns Hopkins Product Management Club | Baltimore, MD   *May 2023 – Dec 2024*
- Led a team of 15 to plan pro-bono projects, speaker series, networking events, competitions, and workshops for 450+ students
- Applied Agile principles to internal team management, including iterative development and consistent feedback, to monitor sprint progress, and reduce backlog

Advocacy Chair | JHU Graduate Representative Organization | Baltimore, MD   *Jan 2023 – Dec 2023*
- Led user research with 500+ students to identify and prioritize improvement areas, applying user-centered design and data-driven decision-making principles
- Partnered with university administrators to implement three new policies, showcasing effective project scheduling
- Secured $20,000+ in funding through stakeholder management and data-backed proposals using data analysis and visualization

TECHNICAL SKILLS & CERTIFICATIONS

Product Management: Roadmap planning, go-to-market strategy, lifecycle management, product optimization, feature prioritization
Agile & Project Management: Agile/Scrum methodologies, project scheduling, risk management, sprint planning, Kanban
Financial & Market Analysis: Financial modelling, due diligence, valuation methodologies, portfolio management
Data & Research: Market research, data analysis, visualization, user research for strategic planning, competitive analysis, forecasting.
Tools & Technologies: Excel, Tableau, Power BI, JIRA, Confluence, Figma, Amplitude, Google Analytics, SQL, and Asana
Certifications: Product Analytics, Mind the Product (Pendo), Project Management, Indian Institute of Technology (IIT) India, Microsoft Excel, Wall Street Prep