Sai Phanindra Manikanta Yalamanchil

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Professional Summary

Product Manager with 4 years of experience driving **product strategy, lifecycle management, and data-driven decision- making** across **banking, retail, telecom, and technology domains**. Skilled at aligning cross-functional teams, defining KPIs, and launching customer-focused solutions that improve revenue, adoption, and compliance. Strong ability to translate **business vision into product roadmaps**, manage Agile delivery, and deliver measurable value.

- Proven success in delivering **multi-million ARR growth** through roadmap innovation and customer adoption.
- Expertise in **Agile/Scrum practices**—backlog grooming, sprint planning, retrospectives, and release management.
- Strong background in **banking products (FDIC, deposits, fraud risk controls)** and **retail/e-commerce platforms**.
- Skilled at **business case development, ROI modeling, and P&L oversight**.
- Designed **data-driven KPIs and dashboards** to track adoption, retention, and churn, boosting feature prioritization accuracy.
- Proficient in **A/B testing, customer journey mapping, and competitive benchmarking** to refine product strategies.
- Adept at **stakeholder management** with executives, engineers, UX, QA, and offshore teams across multiple geographies.
- Delivered **compliance-ready solutions** ensuring regulatory alignment (FAA, ISO, FDIC).
- Experienced in **telecom analytics platforms** that improved uptime, retention, and customer churn reduction.
- Drove **AI/ML-enabled personalization initiatives** for retail/e-commerce, increasing order values and customer loyalty.
- Recognized for **mentorship and team leadership**, coaching junior product owners and analysts.
- Strategic thinker with a **blend of technical fluency and business acumen**, bridging executives and engineers seamlessly.

Core Skills

- **Product Management & Strategy:** Product Roadmaps, Agile/Scrum, Sprint Planning, Backlog Grooming, Release Planning, Business Case Development, Go-to-Market Strategy
- **Analytics & Insights:** KPI Tracking, A/B Testing, Funnel & Churn Analysis, Data-Driven Decisions, Forecasting, Dashboarding (Tableau, Power BI, Excel)
- **Leadership & Collaboration:** Stakeholder Management, Cross-functional Team Leadership, Executive Communication, Risk Mitigation, Change Management, Team Mentorship
- **Domain Expertise:** Insurance (Claims, Fraud Detection, Compliance), Banking (Deposits, FDIC), Retail & E-commerce (Order Management, Promotions, Cross-Sell/Up-Sell)
- **Tools & Platforms:** Jira, Confluence, Smartsheet, Figma, Lucid, Tableau, Power BI, MS Project, Slack, MS Teams

Professional Experience

Wawanesa Group   **Jan 2025 – Present**
Product Manager

- Launched a digital claims automation system, reducing manual processing by 40% and cutting claim resolution time by 30%.
- Partnered with underwriting and actuarial teams to design predictive claims triage features, improving fraud detection by 25%.
- Conducted quarterly product reviews with business leaders; roadmap refinements contributed to $8M in operational savings.
- Rolled out policyholder self-service portal upgrades, driving 65% adoption within 6 months.
- Designed KPI dashboards (Tableau, Power BI) to monitor claim resolution SLAs and customer satisfaction scores.
- Improved retention rates by 12% YoY through journey mapping and personalized digital engagement strategies.
- Coordinated Agile delivery cycles with distributed teams across Canada and the U.S., improving sprint velocity by 20%.
- Ensured compliance with insurance regulatory standards (SOX, GDPR, PCI-DSS) while rolling out new products.
- Built a customer feedback and VOC loop using in-app surveys and call center analytics to prioritize roadmap features.
- Partnered with IT security teams to integrate fraud detection alerts, minimizing financial losses and enhancing compliance.
- Presented quarterly executive demos, securing leadership approval for new product funding and roadmap extensions.
- Mentored junior product owners on Agile practices, backlog management, and stakeholder communication.
- Developed cross-functional collaboration frameworks with claims, IT, and compliance, accelerating product release cycles.

Creative Newtech Ltd   **Feb 2020 – July 2023**
Product Owner / Manager

- Spearheaded bulk-order module launch for CKart, cutting procurement cycles by 40% and boosting repeat orders by 22%.
- Partnered with Samsung, TP-Link, MSI on cross-category promotions, delivering 27% revenue growth and 26% cart conversion uplift.
- Introduced AI-powered recommendation engine, achieving an 18% increase in average order value.
- Directed Scrum teams of 10+ engineers and analysts, ensuring efficient delivery through backlog grooming and sprints.
- Conducted market analysis and competitor benchmarking to maintain competitive edge in retail tech.
- Reduced checkout abandonment by 21% through journey mapping and UI optimization.
- Oversaw UAT and QA cycles, ensuring requirements compliance and smooth releases.
- Integrated product changes into pricing and revenue models, aligning product innovation with sales strategies.
- Defined and tracked product KPIs to measure adoption, growth, and retention across retail channels.
- Piloted A/B testing campaigns on CKart's new features, improving feature adoption by 19%.
- Established cross-team collaboration frameworks with engineering, UX, and finance to accelerate delivery.
- Introduced customer analytics dashboards for sales and product teams, enabling data-driven upsell strategies.
- Delivered executive presentations and demos, securing buy-in for roadmap initiatives and budget allocations.
- Mentored junior team members, improving sprint delivery accuracy and backlog refinement quality.

Projects

- **Telecom Data Intelligence Platform:** Enabled 50M+ daily events ingestion, improving tower uptime by 20% and reducing churn by 15%.
- **Academic Research Data Platform:** Reduced data preparation by 80%, enabling real-time ML research collaboration and reproducibility.

Education

- **Master of Science in Computer and Information Science**
  Florida Atlantic University – GPA: 3.83
- **Bachelor of Technology in Computer Science and Engineering**
  Lovely Professional University

Certifications

- **IBM Data Engineering Professional Certification**
- **Verizon – Cloud Platform Job Simulation**
- **Python Certification**
- **Certified Cyber Security Expert – Safe Security**
- **Industrial Training – C, C++, Full Stack Project – Telcocrats Technologies**