

SANDEEP SHRESTHA

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EDUCATION

Westcliff University | Irvine, California

Doctor of Business Administration | Business Intelligence & Data Analytics | **CGPA: 3.92/4** Expected Sep 2027

Master of Business Administration | Entrepreneurship | **CGPA: 3.57/4** Mar 2021

Google Project Management Certificate Dec 2024

PROFESSIONAL EXPERIENCE

Founder & Product Lead Mar 2021—Aug 2024

Agrobotics Nepal Pvt. Ltd. | Kathmandu, Nepal

- Led full product development lifecycle from discovery to delivery for a farm management SaaS platform, integrating sales, advisory, and analytics modules to streamline operational workflows.
- Conducted user research and interviews with 100+ farmers and cooperatives to inform product requirements, ensuring alignment between user needs and business objectives.
- Partnered cross-functionally with engineering, design, and marketing teams to deliver high-impact releases, coordinating sprint planning, backlog prioritization, and roadmap execution using Agile methodology.
- Defined product KPIs for adoption and retention, leveraging Google Analytics and Firebase to monitor performance and drive data-informed product iterations.
- Owned product roadmap and feature prioritization, collaborating with leadership to validate product strategy and ensure on-time delivery of business-critical releases.
- Designed and conducted user acceptance testing (UAT) and coordinated beta testing cycles with cooperative partners, collecting feedback to refine usability and feature functionality.
- Spearheaded integration of AI-powered automation workflows (n8n, Zapier) to improve data entry efficiency, reducing manual input by 35% and improving customer onboarding.
- Delivered investor presentations and secured \$32K in funding through data-driven storytelling, emphasizing measurable impact, user engagement, and business growth potential.

Product Manager – Digital Banking Apr 2018—Mar 2021

Kumari Bank Ltd | Kathmandu, Nepal

- Directed end-to-end product delivery for branchless banking expansion across 30+ locations, achieving 100K+ customer acquisitions and 20M+ NPR in monthly transaction volume.
- Collaborated with compliance, engineering, and design teams to launch and optimize sales and account acquisition workflows, maintaining 100% regulatory approval and zero system downtime.
- Defined and tracked success metrics (activation, churn, agent productivity), implementing performance dashboards that increased reporting accuracy by 60%.
- Conducted market and user analysis to identify unmet customer needs, influencing roadmap updates and product communication strategies.
- Facilitated cross-functional collaboration among technical and non-technical stakeholders to ensure timely product releases and successful user acceptance testing (UAT).

Siddhartha Bank Ltd. | Hetauda, Nepal

- Supported sales module launches for digital banking services across 6 rural regions, onboarding 10K+ customers through structured training, field engagement, and customer feedback loops.
- Applied data-driven insights to refine user onboarding flows, enhancing customer satisfaction and retention by 30%.
- Coordinated beta testing and product rollout events with internal teams and agents, gathering real-world performance feedback for iterative improvements.

ADDITIONAL PROJECTS

AI Marketing Automation Platform — Personal Project

- Built end-to-end workflow automation using n8n, Zapier, and AI voice agents, integrating customer inquiry management, scheduling, and follow-ups — showcasing experience in AI-powered SaaS automation.

USAID Business Skills Training Program — Page One Management (Consultant)

- Delivered business capacity training to 170+ healthcare SMEs across 7 municipalities as part of an 845-participant operational excellence program, enhancing adoption of BI-driven decision tools.

TECHNICAL SKILLS

Product Management & Strategy: Product Lifecycle Management | Roadmap Planning | Feature Prioritization | Product Discovery | Go-to-Market Strategy | Product Requirements Documentation (PRD) | Stakeholder Alignment | Cross-functional Collaboration | Agile/Scrum Framework | Sprint Planning & Execution

Analytics & Decision-Making: User Research & Interviews | KPI Definition & Tracking | Data-Driven Product Iteration | A/B Testing | Product Analytics (Google Analytics, Firebase, Looker Studio) | Customer Insights | UAT Planning & Execution | Performance Metrics Dashboards

Sales & Operations Systems: Sales Module Design | Workflow Optimization | CRM Process Understanding | Customer Acquisition Analytics | B2B & B2C SaaS Operations | Beta Testing Coordination | Operational Excellence & Process Scalability

Automation & AI Tools: n8n | Zapier | AI Voice Agent Workflows | Workflow Automation | API Integration | Data Automation & Reporting | Emerging AI Tools for Product Operations

Tools & Platforms: JIRA | Confluence | Figma | Notion | Slack | Trello | Google Workspace | Microsoft Excel (Advanced) | Power BI (Beginner)

Leadership & Communication: Cross-functional Team Leadership | Stakeholder Communication | Investor Presentation | User Feedback Integration | Training & Change Management