SUSHANT PASUMARTY

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PROFESSIONAL SUMMARY

My experience lies in working across cross-functional business and technology teams to ideate, develop, ship, and integrate software products. I am driven to incorporate product design and operational efficiency to optimize user the software development process. I am interested in roles which will allow me to define the product strategy and own the product lifecycle end-to-end.

EDUCATION

IE BUSINESS SCHOOL   **MADRID, SPAIN**
Master in Management: Digital Business   FEB. 2018 – DEC 2018
- Dean's List ; President of IE India Club

BITS PILANI HYDERABAD CAMPUS   **HYDERABAD, INDIA**
Bachelor of Engineering: Computer Science   AUG. 2012 – MAY 2016

PROFESSIONAL EXPERIENCE

FREELANCER   **MUMBAI, INDIA**
Product Management Consultant   AUG. 2023 – PRESENT
- Advising technology startups on various matters, primarily relating to product strategy and go-to-market strategy.
- Creating user stories, product wireframes, and managing the software development process end-to-end.
- Advising a private equity firm with over $90 billion in assets under management on the technical due diligence of prospective investments.

CYWARE   **MUMBAI, INDIA**
Product Manager - II   JUNE. 2022 – JULY 2023
- Led product management for Cyware Collaborate (CSAP), a platform for bi-directional threat intelligence sharing, by defining the product roadmap & driving execution of new features which resulted in the acquisition of 8 new customers and increased product revenue by 36%.
- Acted as the product expert for CSAP by leading pre-sales meetings for prospects & customer support queries for 25+ CSAP customers.

CYBERARK   **REMOTE**
Product Manager, CIAM Lead   MAY. 2021 – JUNE. 2022
- Built CyberArk Identity CIAM from the ground-up by defining product strategy to define and build new features and APIs by collaborating with the engineering, QA, design, and support teams.

BALDOR TECHNOLOGIES (IDFY)   **MUMBAI, INDIA**
Product Manager, API Solutions   NOV. 2019 – MAY. 2021
- Led the PM function for IDfy's machine learning based APIs by defining product strategy, analyzing industry trends, and conducting customer interviews to define and build new API features and APIs which increased revenue by 30%.
- Owned and drove the support function by devising new processes, directly interacting with clients, and serving as the product expert for new customer prospects, 40+ existing customers, and internal stakeholders.

EKSTER WALLETS B.V.   **AMSTERDAM, NETHERLANDS**
Product Management Consultant   MAR. 2019 – AUGUST 2019
- Managed operations, strategy and built & launched Ekster's new website which improved the PageSpeed score by 37% & increased revenue by 18%.

CA TECHNOLOGIES   **HYDERABAD, INDIA**
Associate Software Engineer   JUL. 2016 – DEC 2017
- Built new features in C++ and Python, drove product quality in a customer facing role for *APM for SSO*, an enterprise product used to measure and manage performance of software applications and systems like Single Sign-On.

LANGUAGES

English (Bilingual); **Spanish** (Intermediate – B2.1); **Hindi** (Bilingual); **Telugu** (Native); **Gujarati** (Fluent)