

RAHUL GOYAL

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SUMMARY

A data-driven product manager with over 3 years of experience in delivering innovative customer-centric tech products. I have a strong entrepreneurial spirit driving transformative strategies and yielding exponential revenue gains through insightful market analysis.

EDUCATION

CARNEGIE MELLON UNIVERSITY – Master of Science in Software Management | Mountain View, CA Aug 2022-Dec 2023
Student Activity: Students' Mentor, Product Management Club - Leader, GDSC Leader

SHIV NADAR UNIVERSITY - Bachelor of Technology in Computer Science and Engineering | Noida, India Aug 2016-May 2020
Student Activity: Head - Entrepreneurship Cell, TEDx Chapter Leader, Campus Affairs Secretary, Cultural Ambassador

PROFESSIONAL EXPERIENCE

HEWLETT PACKARD ENTERPRISE (Product Manager Intern) | San Jose, California May 2023-Aug 2023

- Integrated hardware asset management into GreenLake Platform, handling 2M+ devices and expanding product capabilities
- Utilized asset insights to drive \$400M in yearly renewal deals, elevating sales opportunities through data-driven strategies
- Conceptualized, validated, and deployed asset aging framework, showcasing holistic product development
- Created user-focused bug/enhancement system via customer interactions for GreenLake platform advancement

DELL TECHNOLOGIES (Associate Sales Engineer Analyst) | Bangalore, India Jan 2021-July 2022

- Led a team that Strategized, Designed, and Managed Storage Portfolio of \$180M for Dell Technologies
- Streamlined and revamped order management, maintenance and contract renewals, purchase order processing to reduce escalations by ~10% and increase efficiency by 20%
- Increased revenue by \$60M through refreshing customer's legacy storage with software defined infrastructure
- Formulated Go-to-Market strategy and technical architecture solutions for storage and cloud services for 20+ Strategic Enterprise Accounts

SHIV NADAR SCHOOL (Senior Executive-IT Curriculum) | Noida, India July 2020-Jan 2021

- Directed a team of 15+ IT teachers and collaborated with stakeholders to develop and curate IT curriculum for K-12 students
- Trained cross functional teams to successfully integrate and rollout IT curriculum across 5 departments
- Created Content for curriculum on topics such as Programming, Robotics, Animation, Sound and Video production based on user requirement gathering which is now rolled out to 3000+ students every year

QUARKME(Marketing Executive) | Noida, India Jan 2020-July 2020

- Steered a marketing team to drive brand awareness initiatives, market outreach programs and generate new leads
- Piloted 10+ Social Media Campaigns using digital marketing for various clients to increase platform engagement rate by 25%

SNU-ON-WHEELS (Co-Founder) | Noida, India July 2019-Mar 2020

- Founded a bike rental business at Shiv Nadar University, incubated under Atal Incubation Center, NITI AAYOG, Govt. of India
- Headed a team of 15 students to manage ideation, operation & logistics, marketing, finances, product development and engineering, impacting 8000+ students at Shiv Nadar University

DELL TECHNOLOGIES (Software Developer Intern) | Hyderabad, India May 2019-Jul 2019

- Collaborated with the Automation Team to conceptualize and build an API integration tool for Internal Technical Sales Team reducing tool dependency by 66% and increasing productivity by 10%
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PROJECTS

PRODUCT UNFILTERED (FOUNDER AND HOST) | Mountain View, California Dec 2022-Present

- Develop comprehensive podcasts and content to educate aspiring Product Managers on the current product landscape
- Conduct interviews with 100+ industry leaders, establishing a robust network of professionals
- Foster a community of 4000+ subscribers in just 8 months, achieving 3xMOM growth in engagement

COMMUTE BUDDY (PRODUCT MANAGER) | Mountain View, California Aug 2022-Present

- Defined, Validated and strategize for a ride sharing platform for graduate students in the US
 - Worked on market research, analyzing user pain points and feedback loops through user interviews
 - Built functional and business requirements of the application and developed a product release and go to market strategy
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SKILLS

Business Skills: Product Management, Product Planning & Design, Requirement Analysis, Project Management, Customer Research, Competitive Analysis, User Stories, User Research, Cross Functional Team Management, Product Definition & Validation, Software Engineering Management, Innovation & Entrepreneurship, Agile Marketing, Product Vision and Roadmap, Success metrics

Technical Skills: Web Development, SQL, Computer Architecture, Cloud Infrastructure, Microsoft Projects, UML Diagrams, Jira, Figma, Graphic Design and Video Editing, Confluence, Aha!

Certifications: Information and Storage Management; Associate - Networking; Specialist - Technology Architect, Midrange Storage Solutions, Dell Technologies; Lean Six Sigma - Green Belt