SANJANA G RAO

Boston, MA | (617) 963-4268 | sanjanagrao99@gmail.com | linkedin.com/in/sanjana-g-rao-/ | github.com/SanjanaGRao | **Available: May 2026**

PROFESSIONAL SUMMARY

Aspiring Project/Product Manager with a unique developer-to-leadership trajectory, combining hands-on technical expertise with strategic business acumen. Currently pursuing Master's in Engineering Management at Northeastern University while managing real-world AI projects delivering measurable impact. Certified Scrum Master (CSM) and Certified Scrum Product Owner (CSPO) with hands-on experience in Python, React, and GraphRAG systems, plus deep knowledge of OpenAI APIs and LangChain. Proven ability to lead cross-functional teams across global time zones, translate complex AI concepts into business value, and drive projects from discovery through deployment.

EDUCATION

Northeastern University Boston, MA

Master of Science in Engineering Management | GPA: 3.90/4.0 *Expected May 2026*

Coursework: Project Management, Economic Decision Making, Applied Generative AI, Financial Management, Computation and Visualization for Analytics

Leadership: VP Communications for Product Conference 2025 (Aspiring Product Managers Club), Supervisor - Residential Security Office, Graduate Leadership Institute - June 2025

N.M.A.M Institute of Technology Karkala, India

Bachelor of Engineering in Electronics and Communications | GPA: 3.43/4.0 *August 2021*

Coursework: Operations Management and Entrepreneurship, Digital Systems Design, Digital Signal Processing, Control Systems

Leadership: President, Aura Club (Social Outreach) 2020-2021; Member 2017-2021; Global Volunteer, AIESEC in UTAR, Malaysia

PROFESSIONAL EXPERIENCE

AOSENUMA LLC Houston, TX

AI Project Management Co-op *Jun 2025 – Dec 2025*

• Led 7 AI-powered sustainability MVP projects from discovery through UAT in 6 months using Asana, Python and GraphRAG systems with OpenAI APIs, orchestrating agile ceremonies for cross-functional teams across 3 time zones while maintaining 95% sprint completion

• Implemented project tracking dashboard using Notion, Looker and Tableau, featuring Gantt charts for 12 concurrent AIaaS software initiatives, presenting strategic roadmaps to C-suite leadership, securing resource allocation and timeline adjustment approvals

• Drove discovery sessions and feasibility assessments for AI initiatives as the primary liaison between executives and engineering, defining technical scope and risk strategies that translated executive requirements into user stories and secured leadership approval

• Built custom "Prompt Optimizer" GPT improving AI response quality by 40%; designed and delivered Cursor AI workshop for development team after identifying tool underutilization through usage pattern analysis

Residential Security Office at Northeastern University Boston, MA

Supervisor - Resident Security Officer *Aug 2025 – Present*

• Promoted from Proctor to Supervisor within one year; oversee security operations and team members ensuring residential safety

Proctor - Resident Security Officer *Jul 2024 – Aug 2025*

• Maintained campus security protocols and supported residential community wellbeing through consistent on-site presence

YML (Now, Code and Theory) Bangalore, India

Associate Project Product Manager *Dec 2021 – Aug 2023*

• Spearheaded and established regular status meetings and reports for LECET's MEP digital transformation at YML, a Silicon Valley design and technology agency, using MS Project, RACI and Gantt charts to stakeholders, improving stakeholder alignment and delivery accuracy

• Introduced pair programming and test-driven development, resulting in 30% improvement in code quality and faster sprints

• Developed and integrated burndown chart using JIRA into team workflow, analyzed during sprint reviews, leading to improved transparency, better forecasting and 1 week reduction in project completion time

Associate Software Engineer *Aug 2021 – Aug 2023*

• Optimized front-end and transformed LECET's MEP website through React and Agile practices, working with cross-functional teams to iterate and refine features, resulting in 30% increase in user engagement via Google Analytics

• Designed training materials and led sessions for 25 new engineers, reducing onboarding time by approximately 2 weeks

InMovidu Technologies Pvt Ltd Hyderabad, India

Research Assistant - Machine Learning Intern *May 2020 – Jun 2021*

• Delivered sponsored undergraduate capstone project on classification of blood cells using image processing and CNN, managing end-to-end development from dataset acquisition to model deployment, achieving 88% classification accuracy across 4 WBC subtypes

• Collaborated with engineers to optimize preprocessing using thresholding and morphological operations, reducing training time by 20%

• Researched and evaluated multiple segmentation algorithms and presented to development team for production deployment

AIESEC Manipal, India & Kampar, Malaysia

Local Committee Member - Operations and Value Delivery *Sep 2019 – May 2020*

• Supported customer experience, sales and marketing, and team operations for international student exchange organization

Global Volunteer - SDG Responsible Production and Consumption *Jun 2019 – Aug 2019*

• Contributed to environmental sustainability initiatives in Malaysia through cross-cultural team collaboration

LEADERSHIP & CAMPUS INVOLVEMENT

VP Internal and External Communications – Product Conference '25, APMC *Jan – Apr 2025*

Led communications strategy for premier student-run professional development Product Conference 2025 by Aspiring Product Managers Club, NEU, coordinated industry partnerships and multi-cultural team leadership

Graduate Leadership Institute – Northeastern University *Completed Jun 2025*

Selective leadership development program building communication, influence, and leadership capabilities

President, Aura Club – N.M.A.M Institute of Technology *2020 – 2021*

Led university's social outreach organization; organized community welfare initiatives and mobilized student volunteers; Core club member since 2017

PROJECT EXPERIENCE

VoltAI: Smart Assistant for Vehicles | AI Engineer and Product Manager | Northeastern University *Jan – Apr 2025*

• Engineered AI-driven modules for vehicle diagnostics, real-time predictive maintenance insights using LLMs, CrewAI and API integrations

• Defined product roadmap and aligned technical milestones with delivery goals, receiving positive feedback on final presentation

Bro-Car: An App That Connects Car Buyers and Sellers | Product Manager | Northeastern University *Sep – Dec 2024*

• Conceptualized and iterated product designs in Figma and Balsamiq, balancing simplicity and functionality for an optimal UX

• Conducted user testing via SurveyMonkey and Amplitude, synthesizing feedback into product improvement, earning runner-up in finals

Redefining Headspace App for Neurodivergent Market | Finalist, APMC Protothon 6.0 | Product Manager *Nov – Dec 2024*

• Conducted Go-To-Market analysis identifying $458K revenue opportunity; designed adaptive UI/UX prototypes for accessibility in Figma, securing finalist in a Product Hackathon

Promoting and Expanding Nutrasal's Reach in India | Project Manager | Northeastern x Nutrasal *Sep – Dec 2024*

• Led strategic initiative to expand Rhode Island based pharmaceutical company into Indian market using hybrid Waterfall-Agile approach; developed project charter via MS Excel, risk management strategies and stakeholder communication plans ensuring on-time delivery

COMMUNITY SERVICE & VOLUNTEERING

Community Volunteer – Community Servings, Boston (Health) *May – Sep 2024*

Volunteer Staff – LivingArts Boston (Arts & Culture) *Jun – Jul 2024*

Global Volunteer – AIESEC in UTAR, Malaysia (Environment) *Jun – Aug 2019*

Aura Club Member & President – NMAMIT (Social Services) *Sep 2017 – Jul 2021*

SKILLS

Programming: Python, SQL, JavaScript, HTML, CSS, ReactJS, Node.js, OpenCV, OpenAI APIs, LangChain, GraphRAG

Technical Tools: JIRA, MS Project, Notion, Asana, Trello, Confluence, Microsoft Office Suite, Make, Power BI, Tableau, Miro, Looker, GitHub, Figma

Frameworks: Agile, Scrum, Kanban, Extreme Programming (XP), Waterfall

Languages: English (Full Professional), Hindi (Professional Working), Kannada (Professional Working), Tulu (Native)

CERTIFICATIONS & TRAINING

- **Certified Scrum Master (CSM)** – Scrum Alliance, Jun 2024
- **Certified Scrum Product Owner (CSPO)** – Scrum Alliance, Jul 2024
- **Graduate Leadership Institute** – Northeastern University, Jun 2025
- **Graduate Certificate in Engineering Economic Decision Making** – Northeastern University, Apr 2026
- **Huskies for Social Change** – Northeastern University, Mar 2026
- **UI/UX Design Specialization** – Coursera, Aug 2020
- **Product Management: Building a Product Strategy** – LinkedIn, May 2024
- **Agile Project: Product Prototype Touchpoint Analysis in Miro** – Coursera, Dec 2023
- **Fundamentals of Graphic Design** – California Institute of the Arts, May 2020

HOBBIES

- **Swimming** • **Volunteering** • **Baking** • **Travelling & Exploring Places**