Age | Gender: 27y | M

Experience: 42 Months

LinkedIn

Portfolio

SATHYA J

PROFILE SUMMARY

Breaks ambiguous business problems into structured diagnoses, redesigns processes with finance, operations and tech, and proves the result in data. Advised customers directly before moving into product and builds with AI tools to test ideas early.

PROFESSIONAL EXPERIENCE

***Senior Associate - Product* , Pickyourtrail** **May 2024-Apr 2026**

- Cut **6,200 hrs/year** of manual coordination across a **40 member** account management team by converting each responsibility into a deadline-driven task model
- Built the product function's **Power BI** layer with data science and analytics, piping MongoDB data into SQL to **run monthly retire/continue reviews** on every live feature
- **Tripled margin** retained per cancelled booking by benchmarking competitor policies and rebuilding the fee structure into a tiered model with Finance
- Delivered the **GST/TCS regulatory change** with finance and engineering across **4 customer and internal touchpoints**, redesigning how tax was computed and shown
- **Cut overstated exposure by 60%** on the destination reviewed by tracing errors across 3 supplier platforms and the content system
- Grew adoption from **10% to 85%** across 60 internal users by specifying a feature that automated tax and margin computation

***Team Lead - Sales* , Pickyourtrail** **Jan 2021-Jun 2022**

- Advised customers across Indian and international markets, **consistently meeting revenue targets through consultative selling**
- Sustained **90% target attainment leading a 5-member team** through an industry-wide standstill while carrying a personal book

ACADEMIC PROJECTS/TRAINING

- Won the company **AI hackathon**: prototyped an LLM workflow turning sales call transcripts into structured handoff notes
- **Built** a document question-answering **RAG system**
- **Built an AI agent** that understands and summarises structured data **to answer analytical questions**
- **Thunai**: habit-tracking web app built and shipped independently, now live with real users

QUALIFICATIONS

Degree	Institute/ University/ City	%/CGPA	Year
MBA (PGPM)	Great Lakes Institute of Management, Chennai	3.22	2027
B.Com (General) (Commerce)	RKM Vivekananda College	72.4%	2020
12th	PS Senior Secondary School	93.8%	2017
10th	PS Senior Secondary School	83.6%	2015

KEY SKILLS

- **STRUCTURED PROBLEM SOLVING**
- **BUSINESS ANALYSIS**
- **PROCESS RE-ENGINEERING**
- **STAKEHOLDER MANAGEMENT**
- **POWER BI | TABLEAU**
- **SQL | PYTHON (BEGINNER)**

AWARDS & ACHIEVEMENTS

- Hyrox Winner | GLIM C | June 2026
- Hustler of the Quarter | Pickyourtrail | Oct 2021

POSITIONS OF RESPONSIBILITY

- Member | Product Management Club | GLIM C | 2026
- Member | Student Council | RKM Vivekananda College | 2020

EXTRA-CURRICULARS

- Played professional football | Chennai Divisional Leagues

LANGUAGES KNOWN

- English - Advanced
- Tamil - Native / Bilingual