

# VIJAY DASHRATH WALUNJ

Boston, MA | +1 (857) 506-4812 | walunj.v@northeastern.edu | www.linkedin.com/in/vijay-walunj

## EDUCATION

**Northeastern University** Boston, MA  
Master of Science, Project Management Aug 2026

**University of Mumbai** Mumbai, India  
Bachelor of Engineering, Mechanical Engineering May 2020

## PROFESSIONAL EXPERIENCE

**Technical Program Manager Intern - Operations Technology** Jan 2026 – July 2026

*FMJR Wollaston's Market, Boston, Massachusetts*

- Managed end-to-end workforce optimization project including requirements gathering with operations manager, technical solution development (Python automation), and user training. Delivered system reducing manual planning 70% (5hrs → 1.5hrs weekly, approximately 90 hours saved) across 25-person operations team
- Led inventory analytics initiative from discovery through deployment. Developed SQL tracking system and Tableau dashboard for 2,500+ SKUs as technical contribution, managed stakeholder adoption enabling decisions that reduced stockouts approximately 20% and waste approximately 15% (estimated \$12K combined impact over 6-month period)
- Coordinated vendor performance program across 8 key suppliers. Built Excel tracking framework and facilitated monthly performance reviews with operations manager, analysis contributed to delivery reliability improvement from 78% to 92%
- Developed Confluence documentation platform covering operational processes, trained 12 team members achieving approximately 80% adoption within 6-week implementation
- Facilitated agile retrospectives using Jira board to track process improvements across operations teams, implementing sprint-based project delivery that reduced cycle time 30%

**Product Analyst** Feb 2023 – July 2024

*Great Manager Institute ((B2B HR SaaS, Series A) – Mumbai, India*

- Analysed 10,000+ sessions via SQL identifying 35% onboarding drop-off. Collaborated with product/engineering on tested improvements, product changes contributed to 8% engagement lift generating estimated \$50,000+ incremental ARR
- Built Power BI self-service dashboard with 15+ KPIs for 100+ enterprise customers. Achieved 87% adoption reducing ad-hoc reporting 40%
- Developed Python churn prediction model consolidating 5 data sources automating client health scoring. Partnered with customer success implementing system for 50+ accounts (\$2M+ ARR), reduced analysis 5 days → daily with 78% accuracy
- Analysed 2,000+ support tickets identifying issues driving 30% of volume. Findings informed engineering prioritization reducing resolution time 25% and improving CSAT 15 points
- Conducted adoption analysis for \$180,000 at-risk account. Partnered with customer success on retention strategy, account renewed with 40% utilization improvement

## SKILLS

**Project Management:** Agile/Scrum (CSPO Certified), Waterfall, Kanban, Stakeholder Management, Risk Management

**Data & Analytics:** SQL, R, Python (Pandas, NumPy), A/B Testing, Funnel Analysis, Hypothesis Testing

**Visualization & BI:** Power BI (DAX, Data Modelling), Tableau, Excel (Pivot Tables, VLOOKUP, Advanced Formulas), Amplitude, Mix panel

**PM Tools:** Jira, Asana, Confluence, Monday.com, Microsoft Project, Notion, Miro, Smartsheet.

**Certifications:** Certified Scrum Product Owner (CSPO), Google Data Analytics, Agile Project Management

## PROJECTS

**Husky Connect – AI Mentorship Platform (Product Hackathon Winner)** | 2025

- Led 4-person team using Lovable no-code AI platform to build and validate mentorship matching product in 48-hour sprint. Conducted user research with 120 students achieving 85% match satisfaction vs 40% baseline, improved engagement 15% → 60% through 3 data-driven iterations

**Smart Assist AI - Personalized Learning System (Academic Project)**

- Built Coursera accessibility feature using no-code platform. Conducted user research with 15 neurodivergent students demonstrating 92% vs 68% task success, led market analysis via 40+ interviews validating \$2B+ TAM and \$15-20/month pricing across K-12, higher ed, corporate segments