



# Sukreeti Sehrawat

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## Summary

Results-driven business professional with 8+ years of diverse global experience, 6+ years in client facing roles managing and collaborating multiple hardware and software projects in IT and consulting. Extensive experience working with global, cross-functional teams across the US, EU and APAC regions. Drove critical projects to completion leveraging strong negotiation skills.

## Professional Experience

### Consultant | Facts n Data | New Delhi

May 2022–May 2025

- **Reduced monthly reporting cycle time by 87%** for the largest pure-play Pega partner under Omnicom Group via an intelligent reporting ecosystem integrating Mavenlink, Zoho CRM, and Darwin box.
- Enabled real-time C-suite decision-making by replacing Excel workflows with rule-based engine and cockpit indicators.
- Led a 6-member team to build a proprietary AI-driven marketplace recommender engine, delivering **4×topline growth and 46% revenue increase** through data-driven optimization for a UAE-based D2C Retailer.
- Developed client strategy packs integrating marketing research, competitor analysis, SKU level insights and SERP intelligence to design pricing, assortment and channel visibility strategy.
- Implemented portfolio, pricing and listing optimization that concentrated **70% of revenue in the top 20 SKUs**.
- Resolved enterprise data inconsistencies across CRM, dealer management and call-centre systems for a data integrity transformation project for a leading Automotive OEM.
- Led a nationwide customer-data clean-up of **16.4M** records consolidating fragmented systems into a migration-ready database.
- Designed and enforced data-quality rules eliminating duplicate contacts at scale restoring **2M+** high-quality records.

### Supermicro | San Jose, California

Nov 2015 – Feb 2020

**Program Manager OEM:** successfully released 7 new and managed 12+ existing OEM networking adapters.

- Launched a new product line with multiple SKUs for a major enterprise client, **adding \$1M to company revenue**.
- Managed products through entire cycle from product concept, prototype to production ramp and end of life.
- Collaborated with cross-functional teams across R&D, engineering, marketing, production and contract manufacturing in Taiwan.
- Influenced suppliers to prioritize critical components removing bottleneck and **fast track critical SKU beta release by 40%**.

**Project Manager:** Network cards for high-end Enterprise clients for advanced computing and AI solutions.

- Improved test plans for system integration, compatibility and validation testing- **saving time by 20%**.
- Managed 15+ sustaining standard network cards by aligning cross-functional schedules & project plans.
- Led market research and competitive analysis to shape product positioning, vision and feature roadmap for monitoring software.
- Drove negotiations with chip vendors, OEM & Enterprise customers for feature mapping, prioritization and gap analysis.
- Conducted BOM risk analysis to identify risk components and developed mitigation plans.
- **Process improvement:** Negotiated with ODM and vendors to simplify system testing, **reducing NRE requests by 30%**.
- **Team Management:** Managed on-site tech-support team of 8+ support and test engineers for network adapter solutions.

**Application Engineer:** Assisted PM in managing existing GbE, 10GbE, 25GbE networking adapter solutions.

- Achieved **40% reduction in resolution time** for critical issues of OEM and enterprise customers for network products
- Provided training and mentored new application and support engineers.

### Computer Programmer Analyst | Cirrus Labs | Alpharetta, Georgia

Jun 2015 – Nov 2015

- Managed ERP implementation using Scrum Agile for warehouse and inventory management of a major US gas company.
- Effectively performed requirements gathering, existing system evaluation and gap analysis for cloud migration development.
- Provided technical consultation for ERP implementation and end-user technical training on the new ERP post migration.

## Education

**MBA (PGPX) – Indian Institute of Management, Ahmedabad – Dubai Campus (Merit Scholarship)** 2025 –2026

*Live project: Designing an execution ready GTM strategy for Al Ghurair Mobility (Zed) through market research to capture real world market share in the Dubai luxury mobility market.*

**MSE Robotics (Master of Science in Engineering) – University of Pennsylvania, USA** 2012 – 2014

**B.Tech Electronics and Communication Engineering – MDU, India (Scholarship for academic excellence)** 2007 – 2011

## Accomplishments

- Received the "Best Performer of the Year" recognition for the year 2023-2024 at Facts n Data.
- Awarded RSU (Restricted Stock units) by Supermicro -awarded to top 10% performers of the company.

## Certifications

PMP Certified (PMI)

Aug 2023