

Yash Shah

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SUMMARY

Senior Product Manager with ~6 years building **analytical solutions, data platforms and agentic AI workflows**. Translate complex problems and data problems into executable roadmaps, delivering **revenue** impact, cost savings, and new business outcomes.

PROFESSIONAL EXPERIENCE

Syneos Health-New York, NY | Technical Data Product Manager | Enterprise Data platform **Sep 2022 - Nov 2025**

Owned positioning, strategy, and data acquisition for a **multi-source data platform**. Partnered with sales, marketing, engineering and data science to ship decision support feature that drove adoption **\$10M** in revenue across 20+ projects.

- Ran sprint planning and backlog prioritization in Jira for a **12-person** cross functional pod across engineering, design, and data science, delivering **3 to 4 releases per quarter** and setting go-no go criteria for platform and GenAI capabilities.
- Owned weekly and monthly executive readouts for 3 VP level stakeholders, translating delivery status, platform usage, AI feature performance and business KPIs into roadmap, investment and prioritization decisions.
- Reduced proposal data turnaround from ~24 hrs. to ~2 to 3 hours, an **88% to 92%** reduction, by launching a no code self-serve analytics portal adopted by **65+ MAUs** and across 5 to 6 business functions, accelerating proposal cycle about **30%**.
- Redesigned onboarding and UI/UX using usage analytics, growing registered user about **150%** and increasing MAU about **40%**, with clearer activation signals for roadmap prioritization.
- Led Product strategy for an AI-powered analyst routing engineer using **LangChain orchestration**, matching requests based on expertise, workload, and historical context, **reducing assignment time by ~60%**.
- Delivered 3 enterprise AI capabilities including **semantic summarization**, **AI-assisted ICD code recommendation**, and **Text-to-SQL**, reducing analyst interpretation time by ~50% and construing to \$5M+ in new business opportunities.
- Launched a **RAG-powered knowledge assistant** using Microsoft Copilot Studio enabling grounded question answering across enterprise documents and reducing manual document search time by ~90% while supporting **50-90 user queries per week**.

Syneos Health-New York, NY | Product Owner | Commercial Analytics & Data Product Strategy **Jun 2021 - Aug 2022**

Co-Led GTM analytics across **13 to 15** pharma brands by designing omnichannel engagement measurement that improved CTR and informed prescribing and retention decision. Translated ambiguous commercial questions into structured analyses executive recommendation.

- Drove **~\$3M** impact and about **~2%** lift by delivering ML powered segmentation dashboards used to target roughly 10K to 50K HCPS across 5 to 6 campaigns, improving outreach focus and territory optimization.
- Cut net data spend **25 to 50%** and avoided **3x** price hike by evaluating **4** vendors (IQVIA, Komodo, Medidata, COMPILE) and replacing a planned \$3M renewal with \$500–750K alternative data stack, reallocating savings to engineering ROI.
- Expanded unique HCP coverage about **~30%** by unifying 3 datasets and deduplicating overlap, speeding targeting setup for market intelligence analyses.

Symphony Health-Blue Bell, PA | Data Analyst | Advanced Analytics & Decision Support **Jun 2019 - May 2021**

Built cohort pipelines and ML classification models on claims data to sharpen targeting and inform field deployment decisions, and GTM strategy across client projects.

- Cut cohort build time from about **30 min** to about **5 min** by packaging reusable Oracle SQL and R components, supporting 40+ cohort runs per week and ensuring consistent delivery of weekly target reports.
- Trained gradient-boosted models on domain-data (**ROC AUC 0.80–0.90**) to rank targets, improving field focus and conversion quality for enterprise clients.
- Owned report specifications and QA/QC for **4 to 5** weekly reports, using validation checks and delta monitoring to flag spikes or drop early and improved deliver reliability.

SKILLS

- **AI/ML & Analytics:** Generative AI, Langchain workflows, OpenAI APIs, LLMs, RAG, Copilot Studio, Prompt Engineering, MCP
- **Product:** Product Strategy, Roadmap Ownership, Feature Prioritization, User Experience, Stakeholder Management, GTM, OKRs, Agile Execution, Sprint Planning, Backlog Grooming, Jira Management, Release Readiness (go/no go), Executive Communication and Story telling
- **Design and Delivery:** Jira, Confluence, Figma (wireframes/prototypes), Moqups
- **Data Platforms and Tools:** SQL, Tableau, Power BI, Excel, Google Analytics, Python (pandas, scikit-learn)

EDUCATION

Rutgers Business School, Rutgers University, Newark | **Sep 2018 - Dec 2019**

Masters in Information Technology and Analytics

Narsee Monjee Institute of Management Studies, Mumbai | **Aug 2014 - May 2018**

Bachelor of Technology in Computer Engineering