

MINI YADAV

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EDUCATION

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON, Seattle, WA Jun 2027

Candidate for Master of Business Administration (MBA), Management Science (STEM)

- Honors & Certifications: PMP Candidate (in progress), PMI Member, Forté Fellow, Merit Scholar
- Board Fellow: Selected competitively to advise a Washington nonprofit on board-level strategy and governance
- VP of Ops, Foster Creative: Advise student clubs on engagement strategy and lead operations for community-building events
- Activities: AI & Data Analytics Club, Tech Club, Strategy Club, Marketing Club

SRM INSTITUTE OF SCIENCE AND TECHNOLOGY, Chennai, India Jun 2021

Bachelor of Technology (B.Tech.), Computer Science and Engineering – First Class with Distinction (Top ~10%)

- Honors: Merit Scholarship recipient; Winner, Social Responsibility Initiative Challenge
- Project Lead, Aaruush: Enabled 50+ vendors to adopt UPI digital payments, aiding financial inclusion during national rollout
- Published Research (CONIT 2021): Engineered a deep learning CNN model for early-stage diabetic retinopathy detection

EXPERIENCE

FORGE AI, Seattle, WA Jul 2026 – Present

B2B SaaS startup providing AI-native financial compliance software for federally and state-funded organizations

MBA Product Management & Strategy Intern

- Owned end-to-end customer onboarding product strategy by mapping customer journeys and translating requirements into intuitive product workflows and automated handoffs (Lovable), reducing customer time-to-value 40%
- Shaped go-to-market strategy and ICP by conducting primary research and 7 stakeholder interviews across 4 segments to map and document pain points (Notion) and build competitive positioning with the CEO and CTO
- Built an AI-enabled customer acquisition campaign using Clarify and Claude, refining 3,000+ leads against ICP criteria to target 276 high-potential prospects and executing a 3-touch cold email sequence with a 63% initial open rate

MICROSOFT, Redmond, WA Jan – Mar 2026

MBA Consultant, Applied Strategy Project

- Identified and built a business case for a \$1.5B growth opportunity in municipal utility modernization by sizing the market and evaluating IT/OT integration, regulatory constraints, and funding complexities for Microsoft's Public Sector Utilities segment
- Conducted customer research to build personas for 3 key stakeholders (CIO, Grid Operations Director, CISO), mapping cybersecurity pain points to drive competitive positioning against AWS and Google Cloud
- Developed a strategic playbook for utility engagements, adopted by U.S. and U.K. leadership to enable client-facing teams

FRACTAL ANALYTICS, Gurugram, India Sep 2021 – Jul 2025

India's first AI-Analytics unicorn delivering strategic, data-driven solutions to Fortune 500 companies

Product Quality Owner (Engineer → Team Lead) Oct 2022 – Jul 2025

Owned product quality and release strategy across 3 proprietary GenAI SaaS products, from launch through scale

- Led cross-functional quality efforts with tech and design teams to de-risk the launch of *PromptTwin* (GenAI prompt management platform), achieving a zero-defect launch while supporting 50x user growth
- Closed a capability gap ahead of two GenAI product launches (*AgentTwin* and *EvalTwin*) by building and mentoring an 8-person team, generating \$250K in annual revenue
- Implemented risk-based planning with engineering teams to prevent costly late-stage rework on *Morpheus* (GenAI cloud migration product), surfacing 20+ critical risks pre-development and avoiding 80+ hours of rework and \$50K in costs
- Diagnosed and resolved a critical algorithmic flaw undermining product reliability by designing a root-cause analysis strategy, improving output accuracy 18% and driving 10% renewal uplift (\$75K revenue impact)
- Accelerated release cadence 60% by aligning cross-functional stakeholders and redesigning agile workflows (Jira, Confluence) and reporting dashboards (Allure, Tableau), reducing client time-to-value 40%

Imagineer – Graduate Leadership Development Program Sep 2021 – Sep 2022

Selective rotational program developing future product leaders through direct client-facing product ownership

- Mitigated rollout risk 40% across 4 flagship features of *Trial Run* (business-experimentation platform), by defining the product release roadmap, supporting 3 enterprise wins (\$1.5M ARR) and 30% upsell adoption
- Translated 100+ customer pain points into product requirements, designing user-centric workflows that cut usability issues 40% and lifted NPS from 66 to 72, earning top 1% Imagineer recognition for leadership and impact

SKILLS AND ACTIVITIES

- AI & Domain Knowledge: GenAI (LLMs), Agentic AI Tools (Claude), Microsoft Copilot, Data Compliance & Governance
- Technical Skills: SQL, Python, Tableau/Power BI, Excel (Data Analysis & Visualization)
- PM Skills: Feature Prioritization, Agile (Jira, Scrum), Product Strategy, A/B Testing, Stakeholder Management