

AVANTHIKA RAMESH

Education

UC BERKELEY M.E.T.

Management, Entrepreneurship, Technology Program

B.S. Electrical Engineering, Computer Science

UC Berkeley College of Engineering | GPA: 3.71

B.S. Business Administration & Management

UC Berkeley Haas School of Business | GPA: 4.00

Hard Skills

Python, C
Java & Javascript
ReactJS
Go-Lang
XCode
SQL & Databases
HTML/CSS
RESTful API
AI/Machine Learning
Data Visualizations
Google Cloud Platform
Agile & Scrum
JIRA/Confluence
Wireframes & Mockups
Human-centered Design
Figma, Adobe XD
Arduino/ Beacons

Soft Skills

Customer Relationship Mgmt
Cross-functional Team Mgmt
Delivery of creative solutions
Thought-Leadership
Product Strategy
Risk Management
Public Speaking
Planning & Ideation
Presentation / Decking
Prioritization
User & Market validation
Defining OKRs & MBOs
Analytical skills
Collaboration and teamwork
Resilience
Negotiation / Conflict Mgmt

Mobile & Web - Side Projects

- Qcard- A secured QR-code for digital information storage
- TickIn- Fool proof, low-cost, attendance solution using bluetooth tech.
- Roofable - Data platform for seismic grant search & shelter protection
- BlockID - Digital ID verification platform using blockchain technology
- SongQ - Leverage BLE Advertising to democratize music entertainment

Awards

- Belgrade, Serbia International Business Competition - Delegate
- Google Product Management Simulation - 1st Place Winner
- Georgia Tech Tom Morley Calculus Award : Published Georgia Tech course textbook with professor's endorsement
- California Leadership Award - National Scholarship Recipient
- Cal Hacks / Hack The Bay - Hackathon Winner
- Deloitte Startup Product Innovation Competition - 3rd Place
- Berkeley 'Cal Innovates' Competition - 2nd Place
- Spotify Business Case Competition - 3rd Place
- Raytheon ISC2 Foundation- Nat'l Security Scholarship Winner
- National Center for Women & Info. Tech Scholarship Winner
- Virtual Business and Technology Challenge Winner

Relevant Coursework

- Python (CS61a)
- Java (CS61b)
- C (CS61C)
- Algorithms (CS70)
- AI (CS188)
- Cyber Security (CS161)
- Signals/Systems (EE120)
- Systems/Devices (EE16)
- EE Course Instructor/TA
- Product Management (BA198)
- Business Analytics (BA104)
- Business Leadership (BA105)
- Marketing (BA106)
- Business Ethics (BA107)
- Accounting (BA 102A)
- Economics (Econ 1)
- Business Statistics (Stat W21)
- Econ Course Instructor / uGSI

Contact



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Industry Experience

SALESFORCE

April 2020 - Present

Incoming Associate Product Manager

KLEINER PERKINS VC FELLOW at SHAPE SECURITY

May 2019 - Aug. 2019

KPCB Fellow: Blackfish Product Security Strategist & Software Engineer

- Streamlined & accelerated Dark Web credential import process over 3x by creating an efficient importing tool using Python & APIs on GCP, resulting in faster deployment cycles
- Designed and developed an application to automate credential data encryption using hashing & salting techniques prior to insertion into bloom filters to increase productivity and decrease costs
- Drove competitor analysis and user experience research for Blackfish product line; created product roadmaps and prioritized backlogs; published internal product documentation
- Analyzed performance metrics to plan Q4 feature releases (ex. Active Directory protection)

HIFIVE - www.hifivetutoring.com

Sept. 2016 - Present

Founder & CEO of a Digital & F2F Learning Platform for K-12 Students

- Grew company 250% in 1 year, served 500+ students onsite & online w/ team of 25+ staff
- Achieved 100 NPS; 100% client satisfaction rate; 5-star reviews on Google, Yelp, NextDoor
- Boosted student test scores by 500 points, and raised GPA by multiple letter grades
- Manage daily ops, client relations, payroll, hiring & on-boarding of tutors, marketing
- Offered pro-bono services for low-income students, including those w/ Autism, Aspergers

DIVERSATECH @ Berkeley

Jan. 2018 - Present

President

- Identified potential corporate clients, developed unique project proposals, and secured client partnerships by pitching to their product teams, including LinkedIn, Plaid, Airbnb, Microsoft.
- Oversaw four consulting projects' deliveries, set club goals, and managed the executive team
- Led professional development events for 50 members
- Facilitated office tours and networking sessions at tech companies in the Bay Area
- Created industry learning and job opportunities for members and consultants

Product Manager & Strategy Consultant

Client: LinkedIn - LinkedIn Live Video Platform & LinkedIn Stories

- Ideation:** Conducted product feature competitive analysis of leading video platforms, identified potential differentiators, created table stake, incremental, delighter features
- User Research:** Conducted 100+ field surveys to gather key insights from video consumption behaviors on various user personas, ran A/B feature testing, created business case models
- Strategy:** Evaluated live-video market trends to identify potential market opportunities and key influencers to develop go-to-market strategy in Asia

Client: Twitter

- Competitive Analysis:** Integrated usability studies, user research, and market analysis on competing products and identified key differentiators
- Ideation:** Facilitated user journey-mapping and case studies to identify needs and pain points, introduced innovative features to drive user engagement
- User Design:** Implemented human-centered design to ideate on a wide range of product features and developed high-fidelity prototype for Sr. Product Managers @ Twitter

IBM : THE WEATHER COMPANY (TWC)

Sept. 2018 - Jan. 2019

AI Software Engineer

- Developed custom chatbots using NodeJS, designed creative responses using NLP & AI
- Researched AI & Machine Learning on IBM Cloud; Learned to develop IBM Functions on IBM Cloud along with Agile methodology & other web technologies

NATIONAL CASH REGISTER (NCR CORPORATION)

May 2018 - Aug. 2018

Global Information Security Engineer

- Spearheaded security orchestration, automation, and remediation (SOAR) project to automate security response and defense of NCR Lab Hardware
- Collaborated with cross-functional support teams in US, Serbia, Israel, and India to identify & solve business pain-points by developing automatic email notifications & vulnerability-issue prioritization
- Developed automation scripts to report on application vulnerabilities; integrated ForeScout, Rapid7, and ServiceNow; drove improvements in security controls via penetration testing

UC BERKELEY RESEARCH: BLUES & CITRIS FOUNDRY

Jan. 2018 - Present

Berkeley Laboratory for Usable and Experimental Security

- Performing research at the intersection of computer security and human computer interaction
- Researching tradeoffs between security decisions and usable systems & interfaces

Product Spokesperson & Research Lead, Jadoo Technologies Inc.

- Led the fabrication of carbon nanotube forests for eco-friendly energy production device
- Pitched CNT energy-saving product to VC's & Executives at Chevron, Schlumberger

DIGITAL SCIENTISTS

Jan. 2017 - Aug. 2017

Product QA Engineer & Software Engineer

- Extracted Google Earth KML files for geofencing + push-notifications in Park N' Fly app
- Unit-tested, tracked, and logged bugs in mobile applications like MailChimp, GoFan