

# Dr. Sujith Huruli

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## PROFILE

Aspiring Product Manager with a solid background in the healthcare domain and skills in strategic thinking, emotional intelligence, and cross-functional collaboration. Leverages innovation and technology, combined with a commitment to upholding values making an invaluable asset to any organization seeking to drive innovation and achieve business objectives.

## SKILLS

**TECHNICAL SKILLS:** Microsoft Excel, SQL, Jira, Miro, Figma, Whimsical, Mixpanel, Amplitude, Slack, Notion, Teamwork, Google Analytics.

**PM SKILLS:** Roadmap planning, Feature Prioritization, Root Cause Analysis, Wireframing, Design Thinking, User Centricity, Pricing, Execution Sense, Business Analysis, Market Research, Data Analysis, and Leadership.

## PROFESSIONAL EXPERIENCE

### Product Management Fellow

Jan '23 - Jun '23

Upraised | Bengaluru

- Experienced in product lifecycle management and stakeholder communication for market-driven growth. Expertise in **crafting PRDs, setting OKRs, Researching**, and resolving complex product challenges.
- Skilled in UX design, Wireframing, leveraging Data, Product Analytics, and Design principles to optimize and craft **delightful user/customer experiences** and drive product success.
- Endorsed by senior Product Managers at top-tier companies like Amazon for **exceptional performance**.

#### PROJECTS

- [E-commerce Conversion Optimization: The Problem of Cart Abandonment and Maximizing Conversions by 10%](#): A detailed PRD on equipping **B2C e-commerce businesses** with **evidence-based strategies and best practices** to optimize the sales funnel, reduce cart abandonment rates, and maximize conversions.
- [QR Code Solutions: Enhancing Efficiency and Personalization in Healthcare and Travel Experiences](#): A detailed PRD on embracing this technology and leveraging the capabilities in B2B businesses to unlock a future where **efficiency, safety, and personalization** coexist harmoniously.

### House Surgeon

Aug '18 - Aug '19

Government Dental College, Bellary | Bellary

- Thrived under pressure, providing quality care to **1000+ patients** in a high-stress hospital environment. Led patient education and community outreach programs, impacting up to 2000 people per program.
- Addressed treatment inefficiencies, logistics, and reporting issues to **improve the patient experience** and save significant time, up to **100 hours of crucial time** per month for doctors.

## INTERNSHIPS

### Healthcare Operations

Jun '23 - Present

Even Healthcare | Bengaluru

- Streamlined Healthcare operations** at Even by improving claims processing, onboarding procedures, and other hospital operations processes.
- Collaborating closely with Product and Tech teams to develop and train AI models to **reduce turnaround time and automate decision-making**.
- Working with sales, marketing, and customer support to drive acquisition, adoption, and retention.

## EDUCATION

### PGP in Healthcare Management

Jun '22 - Present

Indian Institute of Management, Bangalore | Bengaluru

Operations, Strategy Development, Marketing, Organisational Design, Innovations in Healthcare, Financial Acumen, Macroeconomics, and Statistics.

### Bachelor of Dental Surgery

Sep '14 - Oct '19

Government Dental College and Research Institute | Bellary

- Led community outreach initiatives and presented research papers at conferences.
- Developed communication, empathy, leadership, teamwork and collaboration.