AJIT DIXIT, MBA

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PROFESSIONAL SUMMARY

Energetic Product Manager, looking to guide disruptive services to market.

Technology leader in modernization and migration initiatives across healthcare, military, and sales / distribution. Successfully led critical federal government modernization projects and launched new products in the private sector. Builds strong, trust-based relationships with clients to exceed goals and expectations. Displays curious, creative thinking to constantly learn and expand horizons. Works through any issue by identifying correct subject matter experts (SMEs) and efficiently facilitating meaningful discussions to find a path forward.

SKILLS AND COMPETENCIES:
- **Data Analysis**
- **Product Ideation and Design Thinking**
- **Product Lifecycle Management / Solution Design**
- **Product Road-mapping**
- **Cross-functional Collaboration**
- **AI / Machine Learning**
- **Stakeholder Management / Executive Communication / Presentation**
- **Healthcare / Public Health**
- **Salesforce Development**
- **End User Technology Adoption**

PROFESSIONAL EXPERIENCE

SOUTHERN GLAZERS WINE & SPIRITS, Remote

Product Manager, Supplier Journey AI   **2024**
Led the 0-to-1 rollout of a Generative AI solution to aggregate company data into mobile app insights, aligning with the goal of Digital Transparency with Suppliers.
- Designed, developed, and deployed first-of-its-kind, native Gen AI Next Best Action tool to 20+ end users in dedicated sales division, enhancing high-volume brand presence in 1 client's high-impact universe of accounts.
- Implemented end-user feedback loop to train Gen AI model by creating 1 Microsoft Mobile Power-Application.
- Refined 15+ Gen AI model output files to meet ethical requirements prior to sharing with Sales Consultants in field.
- Led 10+ cross-functional meetings with Strategy, AI, and Brand Management teams to address sales target challenges and develop a conceptualized Minimally Viable Product (MVP) for the Gen AI product.

SOUTHERN GLAZERS WINE & SPIRITS, Remote

Product Manager, Proof 360   **2022 to 2024**
Digitized industry functions for distributing 100+ premium wine and spirits brands through a Salesforce-powered product, enabling brand managers to set annual sales targets in a central portal.
- Oversaw development of 1 new product by leading a team of 8 developers through bi-weekly Agile sprints.
- Managed adoption of product for 50+ Suppliers by provisioning 1K+ users and setting up the service-desk.
- Negotiated priority and build requirements for 25+ product features by collaborating with business stakeholders.
- Standardized $50M+ of Incentive payouts to Sales Agents and integrated with 4 internal products including SAP.

ORACLE HEALTH, Kansas City, MO

Senior Associate Director – Product, HealtheCRM   **2021 to 2022**
Guided $28M, Salesforce-powered, B2B, Pop Health product, through 6 quarters while managing 90% team attrition.
- Set the annual roadmap by prioritizing 30+ features for development and building their respective use-cases.

- Improved delivery of 75+ development items by enhancing Jira planning and aligning products with product lifecycle management standards, resulting in a 25% increase in feature completion.
- Led mandatory data migration efforts for 14 clients by identifying 4 testing partners and creating 3 testing scenarios, building an implementation plan spanning 4 months, and coordinating additional storage with Salesforce.
- Directed weekly C-Suite engagement for product by ensuring 30+ product documents and presentations were current.

DR. NOZE BEST, Atlanta, GA

MBA Intern - New Product Development Strategy & Growth   **Summer 2020**
Startup focused on developing innovative pediatric cold care solutions to provide a safe and good night sleep for babies.
- Pitched humidifier prototype to 10 venture capital and private equity investors to seek $1MM+ in funding.
- Performed market research on 50+ humidifiers using the Amazon Scout tool to forecast demand of the competitive landscape, build a financial model, and develop a go-to-market strategy to effectively take a new prototype to market.
- Conducted interviews with 10 parents to understand parental concerns; surveyed 500 influencers and bloggers using Survey Monkey and Ninja Outreach to identify the most critical pain points that the prototype will address.

ACCENTURE, Arlington, VA

Consultant - Project Manager   **2016 to 2019**
Participated in 6 full Deployment Cycles of Cerner Electronic Health Record (EHR/EMR) system to modernize 1.3K+ Military Hospitals by supervising onsite deployment of $4.3B EHR/EMR system for Department of Defense (DOD).
- Oversaw 4 military hospitals and clinics, driving 20% increase to central data portal adoption which provided real-time metrics to client's dashboard in Washington, D.C. and streamlined decision-making process.
- Coordinated a team across 4 U.S. time zones to ensure 40+ subject matter experts arrived onsite, on time, and without security issues for 150+ sessions with hospital/clinic leads at major deployment events
- Managed a central SharePoint portal for 500+ users, ensuring compliance with Department of Defense and HIPAA standards, and aggregated data in Tableau and Excel dashboards.
- Managed agendas for and supervised execution of 150+ sessions for all major deployment events and activities.
- Led continuous improvement efforts from project's initial phase by documenting 10+ processes and holding discussion forums with 30+ key stakeholders to improve tracking of 25 key metrics for deployment.
- Optimized processes from initial project phase, scaling for global deployment to 1.3K+ military installations.
- Created and maintained management reporting structure in Tableau and Excel, tracking deployment statuses.

ACCENTURE, Arlington, VA

Consultant - Business Analyst   **2014 to 2016**
Supported $500MM critical fix of Affordable Care Act healthcare.gov website for 2 Open Enrollment periods.
- Increased team efficiency by 1.5x by mastering critical project technologies (Splunk, SAS, Mark Logic) and training peers to communicate technically with other teams and perform independent ad hoc analysis
- Led a team to resolve 10k+ incidents and 200+ system defects, including Congressionally escalated issues, by collaborating with cross-functional teams and using SQL.
- Generated annual report from healthcare exchange data to enable strategy team to present website improvement.
- Performed 50+ data cleanups impacting 1MM+ applications and policies based on existing business rules.

EDUCATION

– **Master of Business Administration (MBA)**, Finance & Strategy Concentrations, Goizueta Business School, Emory University, Atlanta, GA, May 2021
  ▫ Goizueta Toastmasters: President; Goizueta Finance Club; Goizueta Newsletter
  ▫ Operations Strategy Teaching Assistant (TA): Virtualized and updated course content during summer 2020 to enable asynchronous engagement for 120 MBA and BBA students; led 7 TAs during fall 2020 for 3 classes
  ▫ Study Abroad, Stockholm School of Economics, Spring 2021 semester - focus in International Studies
  ▫ Worked on 2 semester-long Healthcare projects in Atlanta (1) and Sweden (1) as part of program / course requirements
– **Bachelor of Business Administration (BBA)**, Information Systems; Information Technology & Marketing Minors, Lindner College of Business, University of Cincinnati, Cincinnati, OH, May 2014
  ▫ Intern for start-up (Impulcity), designing and testing iOS and Android mobile applications

CERTIFICATIONS

– Massachusetts Institute of Technology, Professional Education, No Code AI and Machine Learning, May 2024
– Scaled Agile Inc., Certified SAFe® 6 Product Owner / Product Manager, Aug 2023

AWARDS / ACHIEVEMENTS

– Hatchery Winner: Won first place in the Innovation Design Challenge sponsored by Emory University's Hatchery

AFFILIATIONS

– Cincy AI Week 2025: Event Coordinator