

Mounika Reddy Vengama

(425) 588-8182 • vmr.mounika@gmail.com • [linkedin.com/in/mounikareddyvengama](https://www.linkedin.com/in/mounikareddyvengama)

Product leader turning complex cloud and data platforms into products that ship, scale, and drive measurable business impact

EXPERIENCE

- 2024-Present **WALMART** Sunnyvale, CA
Senior Product Manager, Data Ventures (2026 – Present)
- Leading high-priority data enablement for Scintilla Intl, a \$41M initiative delivering supplier insights across shopper behavior, channel performance, digital landscape, and customer perception
 - Assessed the supplier market and competitive landscape, sizing the opportunity across 5 competitors and supplier segments, and finalized 90+ data assets that cover 85% of supplier insight needs across CA and MX
 - Building a one of a kind, 0 to 1 AI powered insight platform spanning 150+ data assets, delivering end to end data lineage and data profiling from raw data through to supplier facing insights, with rigorous access management and governance
 - Presented new market scope and opportunity for Scintilla in Central America and South Africa to VP and senior leadership, secured buy-in and now driving the roadmap for one of Walmart's top FY27 strategic initiatives
- Product Manager III, Ecommerce (2024 -2026)*
- Managed three high priority (P0/P1) products in the Ecommerce portfolio, spanning live order tracking, milestone tracking, and label generation
 - Delivered \$5.54M in FY26 measurable impact and built an \$18.51M FY27 growth pipeline by scaling product capabilities and leading high potential initiatives
 - Reduced delivery fraud concerns by 97% in Mexico for high value orders (>1500 MXN) by launching secure OTP based delivery verification, cutting fraudulent returns and increasing customer trust
 - Drove a 50% reduction in WISMO (Where Is My Order) contacts across Canada through native live order tracking, carrier webhooks, and proof of delivery
 - Improved NPS in Canada by ~7 points by launching an Appointment Booking feature for big and bulky items, resulting in \$2M incremental GMV
 - Launched products in Chile, a new market, reaching 50 to 60% coverage for tracking and label generation
 - Supported returns management for Walmart Fulfillment Services (WFS), contributing to technical discovery and a proof of concept for a \$250K efficiency improvement initiative
 - Led sprint planning and grooming across 25+ engineers on 3 products, ensuring seamless execution and strong stakeholder alignment
- 2023-2024 **BLUE HEALTH INTELLIGENCE** Chicago, IL
Healthcare Analytics & SAAS Company working to turn healthcare claims data into value driven insights
AI/ML Product Manager, Transparency Analytics
- Introduced conversational AI insights into the cost transparency product early in the GenAI wave, growing client acquisition by 70% with zero churn across the client base
 - Shipped 5 key insights inside the conversational AI chatbot including plan competitiveness, in network plan penetration, and top 3 in network providers, driving ~\$25M in new revenue
 - Ran A/B testing on the AI insights, scaling from 5% to 100% of users based on ongoing user feedback and phased rollouts
- 2022 **PRICEWATERHOUSECOOPERS (PWC)** Bengaluru, India
Product Associate II, Cloud Advisory
- Led cloud cost optimization strategy for a Fortune 500 client, partnering with engineering and infrastructure teams to re-architect compute usage, reducing annual cloud spend by ~25%
 - Owned end-to-end migration of a global enterprise client's data and compute workloads to GCP, coordinating engineering, security, and client teams to deliver in ~16 weeks and within budget
 - Identified and scoped a 0-to-1 opportunity to standardize compute cost-optimization playbooks across engagements, improving delivery speed for future cloud migration projects by ~20%
- 2020-2021 **DR. REDDY'S LABORATORIES** Hyderabad, India
Multinational pharmaceutical company which manufactures and markets generic formulations & APIs
Product Manager, Cloud Native, Digital Transformation
- Owned on-premise to cloud migration strategy for pharmaceutical operations, designing a case-by-case framework to meet regulatory and compliance requirements unique to pharma data
 - Built and launched the cloud-based Yield Improvement Platform from 0 to 1 across 6 manufacturing sites, applying ML-driven recommendations to cut cycle time from 20+ days to under 2 days, shipped MVP in a record 4 months
 - Spearheaded a new cloud native procurement platform to streamline national raw material sourcing, reducing procurement costs by 40%; defined product strategy and user stories in close partnership with operations and engineering

2019-2020

PROCTER & GAMBLE

Gurgaon, India

Associate Product Manager, Automation & Digitalization

- Conducted 45+ user interviews across P&G product lines, resulting in identification of 5 high-impact automation opportunities for digital transformation
 - Executed in-depth analysis of digital tool usage patterns, crafting resource optimization strategy that eliminated redundant systems, yielding \$50,000 annual savings in software licensing costs
 - Devised and executed a launch plan prioritizing 3 key automations, boosting productivity by 25%, saving \$100K annually
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SKILLS

- **Technical Skills:** Python, SQL, R Studio, ML Ops, ML System Design, TensorFlow, PyTorch, Jira, Power BI, Tableau, Figma, Alteryx, VBA, MATLAB, Snowflake, GCP, AWS, Scrum Methodology, Agile Methodologies
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EDUCATION

DARTMOUTH COLLEGE

Hanover, NH

Candidate for Master of Engineering Management degree (Product Management & AI Track)

A collaborative program taught by faculty from the Tuck School of Business and the Thayer School of Engineering

Teaching Assistant: Machine Learning, Technology Innovation & Entrepreneurship, Data Analytics, Brand Strategy

INDIAN INSTITUTE OF TECHNOLOGY MADRAS, IITM

Chennai, India

Bachelor of Technology Candidate for Chemical Engineering

Ranked in top 0.1% out of 150,000 students and admitted to India's No.1 engineering college

ACADEMIC PROJECTS

BlackLine

AI Integration for Financial Fraud Detection | Platform Strategy

- Conducted 50+ user interviews across diverse industries, identifying and prioritizing high-impact AI use cases
- Collaborated with C-suite leaders to design and implement an AI-driven product roadmap for the financial close platform, reducing time-to-market by 20% through strategic in-house and outsourcing optimizations

Eve Air Mobility

5G Evaluation for Urban Air Mobility | Technology Evaluation & Assessment

- Developed a \$250M product diversification strategy, both short and long term, by collaborating with founders and senior team members to expand services and create Eve's own 5G private network
- Formulated a \$210M network partnership model with providers to establish 5G infrastructure for Urban Air Mobility

Dartmouth

Amazon Project Reviews | Machine Learning

- Analyzed and categorized product reviews using Multinomial Naïve Bayes, Linear SVC, Logistic Regression, and K-Means Clustering, validated and hyper parameter tuned through cross-validation with grid search.
 - Achieved highest macro-F score & silhouette score for implemented techniques, ranking first among 95 others
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LEADERSHIP & VOLUNTEER EXPERIENCE

- **Consultant:** Optimized end-to-end operations for a restaurant client at [DGCG](#), improved profitability by 16%
- **Co-founder:** Established & grew [philanthropy club](#) at Dr. Reddy's to 30+ members, raising \$50,000 for charity
- **Project Manager:** Increased annual funding from \$100k to \$200k at [NIRMAAN](#); incubated 7+ teams in first year
- **Team Lead:** Led a team of 20, achieving [highest ever placement ratio](#) and 15% increase in median salary
- **Tutor:** Coached 200+ students in 25 villages in Maths, Physics & Chemistry for [Joint Entrance Examination](#)