Yashika Somani

226-507-2657 | yjsomani@uwaterloo.ca | linkedin.com/in/yashikasomani/ | yashikasomani.com | github.com/yjsomani

Technical Skills

Project Coordination & Strategy: Analytical Thinking, Open Innovation, Market Research, Strategic Roadmapping
Data Analysis & Tools: JavaScript, Python, SQL, Excel, NoSQL, MongoDB
Software & Automation: C++, TypeScript, AWS, Google Cloud Platform, Zapier, Make, Cursor, Claude Code, n8n
PM Tools: SDLC, CI/CD, Jira, Trello, ClickUp, Agile Scrum, Hubspot CRM, Salesforce, Miro, MS Suite

Education

University of Waterloo | BASc in Systems Design Engineering — Sept 2023 – Apr 2028

- CGPA: 3.96/4.0
- **Awards:** Dean's Honor List (top 10% of class), 5x Term Elected Academic Representative
- **Activities: Organizing Team** (Hack the North - Canada's largest hackathon), **Strategic Consultant** (Rem on Campus), **Logistics Lead** (Tech+ UW), Badminton Club, Indian Student Association, Socratica

Experience

Product Manager Intern, SAP HANA Cloud - Waterloo, Ontario — Aug 2026 – Present
SAP Labs, SAP Canada Inc

- Leading customer validation for an upcoming SAP HANA Cloud tool across **50+ global customers** through discovery, feedback and closeout calls to define the problem space before MVP release.
- Analyzing **Azure usage data** to identify deleted SAP HANA Cloud database instances and trace them to customer accounts, then running targeted interviews to uncover the drivers behind churn.
- Building prototype MVPs with **Claude Code** to test early product ideas with customers and engineers, validating direction ahead of formal development.
- Supporting **Q4 2026 and Q1 2027 roadmap planning** by synthesizing customer insights, product requirements, and market research while partnering with Engineering and Marketing teams on product rollouts, beta testing, and **SQL/Python** technical content.

Sales Operations Engineer - Los Angeles, California — Jan 2026 – Apr 2026
Harbinger Motors (Series C)

- Automated data models for a high-growth EV manufacturer during its **$160M Series C transition**, identifying revenue bottlenecks to refine GTM strategies for Class 4–6 medium-duty electric vehicles.
- Developed a suite of **LLM-powered** operational tools for the Sales Ops team via **JavaScript** and **HTML/CSS**, including a distribution database and quoting tool, currently increasing accuracy and time efficiency by **90%.**
- Embedded with non-technical teams to scope operational needs, then **built, tested, and deployed automations** into production workflows, iterating with end users after deployment.

Business Operations Analyst - Toronto, Ontario — May 2025 – Aug 2025
Pepper - Pomegranate Technologies (Series B)

- Optimized processes by identifying strategic inefficiencies in business workflows through **SQL**-based analysis in Redash, enabling an **85%** reduction in analysis time via **Python** scripts.
- Led the development and execution of automation roadmaps for brand outreach processes using **Make** and **Zapier AI**, cutting operational time by **75%**.
- Researched, evaluated, and implemented **AI technologies and agents** to reduce manual intervention and error rates by **45%**, driving data-informed decisions across cross-functional teams.

Product Engineer - Kitchener, Ontario — Sept 2024 – Dec 2024
DOZR, Inc. (Series B)

- Automated supplier website processes via **TypeScript**, reducing manual effort times by **82%** and providing real-time insights for business intelligence decision-making.
- Led sprint planning and execution in an **Agile Scrum** environment by facilitating daily stand-ups and biweekly sprint meetings, improving team coordination and accelerating feature delivery.