

Aditi Sharma

☎ +91 79772 53384 | @ aditirksharma@gmail.com | 🔗 linkedin.com/in/aditisharma5

EDUCATION

SP Jain Global School of Management
Product Management

Grade: A+
Aug 2024 – Mar 2025

SRM Institute of Science and Technology
M.Tech in Genetic Engineering

GPA: 8.00/10.00
Sep 2021 – Jul 2023

Clini India
Advanced Post-Graduate Program in Clinical Research and Management

Grade: A+
Jan 2021 – Aug 2021

D.Y. Patil School of Biotechnology and Bioinformatics
B.Tech in Bioinformatics

GPA: 5.24/7.00
Jul 2016 – Jul 2020

WORK EXPERIENCE

Gene Solutions

National Product Manager

India
Mar 2026 – Present

- Owned the **product strategy, roadmap development**, commercialization, and **go-to-market (GTM)** execution for Gene Solutions' genomics portfolio spanning prenatal screening, oncology, and early cancer detection solutions across the Indian market.
- Led the successful launch of flagship products including **triSure®**, **SPOT-MAS™**, **Cervix360™**, **epiHERA™**, and **OncoGS®**, driving product positioning, pricing strategy, commercialization planning, and lifecycle management.
- Developed and executed commercialization strategies, scientific marketing campaigns, customer messaging, and sales enablement initiatives to accelerate product adoption and drive revenue growth.
- Built strategic partnerships with key opinion leaders (KOLs), leading hospitals, IVF networks, diagnostic laboratories, and oncology centers to expand market presence and accelerate product adoption across India.
- Conducted market intelligence, competitive benchmarking, customer feedback analysis, and portfolio assessments to identify growth opportunities and guide product roadmap and commercialization decisions.
- Collaborated with global cross-functional teams across Commercial, Medical Affairs, Regulatory Affairs, Laboratory Operations, and Business Development to successfully localize and launch products for the Indian market.
- Delivered scientific product training, CMEs, webinars, and conference presentations while developing executive business reviews, GTM frameworks, launch plans, sales playbooks, and marketing collateral to support field execution and strategic decision-making.

LifeCell International

Product Manager

Mumbai, India
Oct 2024 – Mar 2026

- Owned the product strategy and lifecycle management for a diagnostics portfolio spanning routine, reproductive, genetic, and oncology testing, aligning product roadmaps with customer needs and business objectives.
- Partnered with cross-functional teams across Sales, R&D, Marketing, Medical Affairs, and Operations to define commercialization strategies and successfully execute product launches.
- Led product planning, backlog prioritization, and stakeholder alignment by incorporating market intelligence, customer feedback, and commercial insights into product decisions.
- Drove new product launches and portfolio enhancements through market analysis and competitive positioning, contributing to an **18% increase in quarterly revenue**.
- Managed strategic partnerships with key opinion leaders (KOLs), healthcare providers, and commercial stakeholders across West and Central India, expanding business opportunities and strengthening market presence.
- Developed sales enablement programs, product training, and commercialization materials to improve field readiness, support product adoption, and enhance customer experience.

Thermo Fisher Scientific

Assistant Manager – PMT

Mumbai, India
Sep 2023 – Oct 2024

- Improved customer experience across Key, Direct, and Focus accounts by leveraging customer analytics and strategic account planning, delivering the highest **Customer Allegiance Score (CAS)** improvement in the region.
- Led supply chain digitization and process improvement initiatives, successfully delivering high-impact Process Performance Improvement (PPI) projects that reduced operational cycle time and enhanced service efficiency.
- Partnered with cross-functional teams across Product Management, Commercial, Logistics, Customer Service, and Operations to optimize product availability, streamline execution, and improve customer delivery performance.
- Leveraged customer feedback, operational metrics, and commercial performance data to identify process improvement opportunities and support data-driven business decisions.

SRM Institute of Science and Technology

Research Apprentice

Chennai, India

Nov 2021 – Jul 2023

- Led interdisciplinary research in **Genetic Engineering**, Proteomics, and Computational Biology, authoring peer-reviewed publications and contributing to grant proposals through experimental design, data analysis, and computational modeling.
- Developed expertise in molecular biology techniques including PCR, DNA/RNA extraction, cell culture, protein purification, and bioinformatics workflows to investigate disease mechanisms and therapeutic targets.

Deep Scientific

Technical Sales Specialist

Remote

Jul 2020 – Sep 2021

- Managed a portfolio of laboratory consumables and analytical instruments, partnering with research laboratories, diagnostic centers, and academic institutions to drive business growth and customer adoption.
- Built strong customer relationships by delivering technical presentations, pre- and post-sales support, and collaborating with cross-functional teams to improve order fulfillment and customer satisfaction.

Center for Excellence in Basic Sciences

Life Science Research Intern

Mumbai, India

Nov 2019 – Jul 2020

- Investigated the effects of tetracycline compounds on F-actin polymerization using biophysical techniques and computational analysis, contributing to research on drug-induced muscle degeneration.

PROJECTS

Product Management – Netflix Capstone

- Conducted competitor analysis and user research to identify engagement gaps and define product improvement opportunities.
- Proposed and prioritized 10+ product features, including AI-powered personalization, Netflix Live, gamification, and social watch parties, to improve user engagement and retention.
- Validated product concepts using A/B testing, pilot rollouts, analytics, and success metrics to prioritize roadmap initiatives.

Optimization of Distribution Network

- Optimized transportation costs, warehouse locations, and delivery routes, reducing transportation expenses by **15%** while improving on-time deliveries by **20%**.

Supplier Performance Evaluation System

- Designed a supplier performance evaluation framework that improved communication, accountability, and supply chain efficiency by **10%**.

Effect of Tetracycline Family of Compounds on Actin Aggregates

- Investigated the interaction of tetracycline compounds with actin proteins using biophysical characterization techniques including SEC, RALS, DLS, and molecular docking.
- Demonstrated that tetracycline compounds disrupt actin polymerization, providing insights into the molecular mechanisms underlying tuberculosis-associated muscle loss.

PUBLICATIONS

ANN perceptron for prediction of blood-brain barrier permeable compounds for central nervous system therapeutics

- Journal of Biomolecular Structure and Dynamics, 2024
- Developed a LightGBM-based prediction model achieving **97% accuracy** in identifying blood-brain barrier permeable compounds, improving computational screening for CNS therapeutics.

In vitro and in silico rationale for the muscle loss due to drugs used in the treatment of Mycobacterium tuberculosis infection

- Journal of Biomolecular Structure and Dynamics, 2020
- Investigated the molecular mechanisms underlying tuberculosis-associated muscle loss through in vitro, in vivo, and in silico studies, resulting in a peer-reviewed publication.

SKILLS

Product Management: Product Strategy, Product Commercialization, Product Lifecycle Management, Go-to-Market Strategy, Product Positioning, Pricing Strategy, Roadmapping, Competitive Analysis, Customer Insights, Stakeholder Management, Sales Enablement

Business: Market Intelligence, Portfolio Strategy, KPI Analysis, Business Development, Commercial Strategy, Competitive Benchmarking

Tools: Salesforce CRM, SAP, Jira, Confluence, Microsoft Excel, Microsoft PowerPoint

Technical: Python, MATLAB, C, SQL (Basic)

Domain: Genomics, Molecular Diagnostics, Oncology, Prenatal Screening, Clinical Research, Life Sciences