

Manideep Thogiti

PRODUCT MANAGER

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SUMMARY

- Growth-focused Product Manager with 5+ years of experience driving conversion, activation, adoption, and product growth across payments, SaaS, and enterprise platform products at Stripe and Accenture.
- Proven track record of building and scaling data-driven product experiences, optimizing customer journeys through experimentation, funnel analysis, behavioral insights, and KPI-driven product strategy.
- Experienced in leading AI-enabled, API-driven, and platform product initiatives, translating complex technical capabilities into scalable customer experiences that improve engagement, efficiency, and business outcomes.
- Cross-functional product leader partnering with engineering, analytics, operations, sales, and customer success teams to define product strategy, prioritize roadmaps, execute experiments, and deliver measurable improvements across global enterprise products.

PROFESSIONAL EXPERIENCE

Growth Product Manager, Stripe

02/2025 – Present | CA, USA

- Owned growth strategy across Stripe's multi-provider payment ecosystem, optimizing end-to-end checkout journeys to improve transaction conversion and reduce payment failures by 24% across enterprise merchant workflows.
- Led product strategy for checkout recovery and payment conversion, identifying friction across high-volume customer journeys and delivering improvements that reduced payment friction by 21% and increased transaction completion.
- Defined and scaled intelligent payment retry experiences to recover failed transactions, improving payment continuity and creating more reliable checkout experiences across global merchant journeys.
- Drove fraud-aware payment optimization using real-time transaction and behavioral insights, reducing payment decline rates by 18% while improving customer payment experiences.
- Built growth measurement frameworks across conversion funnels, authorization uplift, payment recovery, and merchant engagement using SQL, Looker, and Datadog, enabling data-driven prioritization of high-impact product opportunities.
- Led experimentation across checkout and payment recovery experiences, using A/B testing and behavioral analytics to identify product improvements that increased payment recovery rates by 24%.
- Partnered with engineering, analytics, and operations to scale payment experiences across increasing transaction volumes, balancing conversion, reliability, scalability, and customer experience across global workflows.
- Drove merchant activation and adoption initiatives across onboarding and rollout journeys, partnering with sales and customer success teams to improve enterprise adoption across strategic merchant accounts.
- Shaped the roadmap for payment growth initiatives by prioritizing opportunities across customer experience, conversion, scalability, compliance, and business objectives, coordinating execution across engineering and analytics teams.
- Advanced predictive payment experiences and automated monitoring workflows using behavioral signals and real-time analytics, improving operational visibility and enabling proactive identification and resolution of payment issues.

Product Manager, Accenture

01/2021 – 06/2024 | India

- Owned product roadmap execution for SaaS modernization initiatives across enterprise cloud platforms, aligning engineering, analytics, and business teams to improve customer experience and product adoption.
- Defined and prioritized API-driven product capabilities and enterprise integration initiatives, improving workflow efficiency by 28% while enabling scalable operations across global customer environments.
- Led Agile product delivery across cross-functional teams, streamlining development and release processes to move from quarterly deployments to biweekly launches, accelerating product iteration and time to market.
- Owned KPI and product performance dashboards tracking customer adoption, engagement, feature usage, and operational metrics, enabling data-driven prioritization that improved overall platform efficiency by 29%.
- Partnered with engineering and cloud platform teams to improve SaaS scalability and operational performance, optimizing resource utilization and reducing infrastructure costs by 22%.
- Led go-to-market planning and enterprise onboarding for API-based platform capabilities, increasing partner adoption by 31% while improving activation across strategic enterprise accounts.
- Drove AI-enabled search and intelligent knowledge management initiatives, improving internal productivity and information retrieval efficiency by 22% across support operations.
- Designed and executed experimentation and A/B testing initiatives using SQL, Mix panel, and product analytics, increasing enterprise feature engagement by 24% through data-driven user experience improvements.
- Partnered with engineering, security, compliance, and analytics teams to deliver scalable SaaS products aligned with customer reliability, governance, and digital transformation priorities.
- Optimized product execution through sprint planning, backlog prioritization, and cross-functional delivery management, increasing feature delivery velocity by 36% across enterprise modernization initiatives.

EDUCATION

Master's in computer science

Texas Tech University

SKILLS

Product Management: Product Strategy, Product Vision, Product Roadmaps, Product Discovery, Product Prioritization, Product Lifecycle Management, Requirements Gathering, User Story Development, Feature Launches, Stakeholder Management, Agile Product Delivery, Backlog Prioritization.

Growth & Product-Led Growth (PLG): Growth Strategy, Conversion Optimization, Funnel Analysis, Customer Acquisition, User Activation, Customer Engagement, Retention Strategy, Monetization Strategy, Product Adoption, Lifecycle Optimization, Growth Experiments, Conversion Rate Optimization.

AI Product Management: AI Product Management, AI-Enabled Product Experiences, AI-Enabled Search, Intelligent Automation, Predictive Analytics, AI Workflow Optimization, Recommendation Systems, Data Intelligence Solutions, AI Product Strategy.

Payments & Platform Products: Payment Optimization, Checkout Experience, Payment Recovery, Payment Success Optimization, Merchant Onboarding, Fraud-Aware Routing, Multi-Provider Payment Systems, Enterprise SaaS Platforms, API Products, Enterprise Integrations, Platform Scalability, Platform Reliability, Workflow Automation.

Experimentation & Optimization: A/B Testing, Experimentation Frameworks, Hypothesis-Driven Experimentation, Funnel Optimization, Conversion Analysis, Behavioral Analytics, Product Analytics, Feature Impact Measurement, Growth Experimentation, Customer Journey Optimization.

Data Analysis & Product Analytics: SQL, Mixpanel, Looker, Datadog, KPI Tracking, Dashboarding, Conversion Metrics, Engagement Analytics, Operational Metrics, Behavioral Insights, Data Visualization, Product Performance Reporting, Data-Driven Decision Making.

Technical & Platform Expertise: REST APIs, API Integrations, SaaS Platforms, Cloud Infrastructure, Distributed Systems, Event-Driven Architecture, System Scalability, Platform Reliability, Workflow Personalization, Automation Workflows, System Monitoring.

Cloud & Agile Delivery: AWS, Kubernetes, Agile, Scrum, Sprint Planning, Backlog Management, Release Planning, CI/CD, Jira, Confluence, Postman, Technical Documentation, Cross-Functional Delivery.

Go-To-Market & Customer Growth: GTM Strategy, Enterprise Onboarding, Product Adoption, Customer Activation, Rollout Strategy, Launch Planning, Customer Success Collaboration, Sales Collaboration, Strategic Account Enablement.

Product & Collaboration: Cross-Functional Leadership, Engineering Collaboration, Analytics Collaboration, Stakeholder Communication, Customer-Centric Product Development, Roadmap Alignment, Strategic Prioritization, Executive Communication.

CERTIFICATIONS

Certified Scrum Product Owner (Pursuing)