AJIT DIXIT

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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**

Tools & Technologies: AI: Claude, Gemini, Salesforce Agentforce, Miro AI, CoPilot · **Collaboration & Productivity:** Microsoft 365, Miro, Slack, SharePoint · **Data & Platforms:** Salesforce, Tableau, Power Apps, Jira, Click-Up, GitHub, Azure DevOps

PROFESSIONAL EXPERIENCE

INGAGE PARTNERS, Cincinnati, OH

Senior Consultant **2025 to Present**

Employee-Owned Consulting firm providing digital integration services to local and regional businesses ranging from $20M in Revenue to Fortune 25 companies.

- Led the development and roll-out of 3 internal products that streamline corporate administrative functions, sales / business development research and outreach, and a company coaching portal.
- Led Ingage's Social Impact Fund engagement (donation plus 100 pro-bono hours) with nonprofit Bring Your Own Computer (BYOC), designing a six-module AI curriculum (analytics → machine learning → generative AI, with responsible-AI ethics throughout) taught to 10+ students ages 11–15 from underserved communities.
- Researched synergies for potential merger between two separate entities within overall Collective and presented to company leadership providing recommendations and considerations before moving forward.
- Produced market analysis and opportunity assessment on internal company strategy and potential product acquisitions, and then presented to the board of directors and leadership.
- Executed company A.I. initiatives for 2025/2026 by creating and publishing five internal artifacts outlining A.I., the different A.I. product capabilities, questions for sales, and prompt engineering techniques for 60+ end users.
- Taught three company-wide learning events such as utilizing Gen AI/Prompt Engineering, Problem Solving with Six Thinking Hats methodology, and utilizing Miro A.I. to generate insights from digitized Strategy and Operations Plans to 50+ coworkers.

CLIENT: Clarke PSI, Cincinnati, OH

Scrum Master **2026**

- Served as Scrum Master and Product Manager for Minimally Viable Product (MVP) enabling client to conduct vehicle field operations via mobile application utilizing multiple APIs including geolocation and time tracking.
- Led prototyping session to conceptualize mobile app layout in Miro and convert to user stories utilizing Claude to gain alignment between key stakeholders and development team in one day.
- Held daily scrum standups to keep key stakeholders and development teams aligned on MVP.

CLIENT: CROSSROADS CHURCH, Cincinnati, OH

Change Management Consultant **2025**

- Led API integration efforts between Rock RMS and Clearstream to enable SMS messaging for 2+ Church Ministries to assist with new member initiation/onboarding, manage volunteers, and event registration impacting a community of 25k+ members.
- Created adoption materials for end users by creating 1 training document and 1 training video per deployed use-case.
- Utilized Miro to collaborate cross-functionally with key stakeholders and ministry leaders to identify 10+ use-cases.

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.
- Led SSO rollout with 50+ supplier companies (e.g., Bacardi, Jägermeister) via Okta, Azure, etc. for secure Salesforce access.
- 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.

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.
- 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.

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

- Miro, Partner Quick Start Partner Certification, Oct 2026
- Microsoft, Microsoft Certified: AI Business Professional (AB-730), Jun 2026
- Salesforce, Certified Agentforce Specialist, Jan 2026
- 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/Volunteer