RESUMÉ

SOUMYA NAGESH

https://www.linkedin.com/in/soumya-nagesh/

Soumya is a design leader with 4+ years of experience leading cross-functional teams to achieve successful user and business outcomes, and scaling UX function and impact from pre-funding to over $5M ARR.

Core Skills

Human-centered design leader
People leader
Building a user-first product culture across disciplines
Vision and strategy
Culture-driver

Tools

Figma
Sketch
Adobe Suite

EXPERIENCE

VP of Design / [TrustCloud Corporation](#) [Formerly Kintent, Inc.] / Feb 2023 – Present
Director of Brand and User Experience / Kintent, Inc. / Nov 2020 – Feb 2023

Ms.Nagesh started as the first hire outside of the start-up founding team, and built a design function from the ground up, establishing a user-first perspective from discovery to delivery through people, process and cultural leadership. Over the course of her 4+ yr tenure in a high-growth and extremely fast-paced environment, this is how she led:

Business
- Contributed to ARR growth of the business from >$500,000 to >$5M
- Defined the strategy and vision for the evolution of platform experience to support an evolving customer base from SMB to Enterprise
- Led design partnerships with large enterprise customers such as GlaxoSmithKline, Dept. of IT New Mexico, ServiceNow etc.

- Evolved and leveraged product management and customer success skills to support new initiatives and impact revenue

Product
- Built out the initial versions of multiple products for GRC and risk admins, CISOs, and third-party vendors to enable the business to go from seed funding to Series A
- Championed a design system for the platform
- Personally delivered the experience design for over 50+ capabilities including those that leverage Generative AI
- Designed the most efficient and effective self-serve onboarding for a GRC platform to support SMB through a PLG motion with a record of >5 minutes to onboard and create a compliance program. This resulted in >1000 new customers with minimal support from Sales/CS, and ~5% upsell
- Part of the core decision making leadership team for product strategy and direction
- The UX of the platform was consistently called out as a differentiator in prospect and customer calls
- Currently leading the design on third-party risk management capabilities, that has a projected customer pipeline in the 1000s.

People
- Built and grew a design team from being the single IC to a team of 5
- Built a practical UX playbook that is the standard operating manual for the team, and defined quality guidelines for the design team and beyond in collaboration with other leaders to deliver best-in-class UX
- Defined and evolved cross functional processes around hiring and people onboarding
  - The UX hiring process (adopted in part by other functions) resulted in reducing the interview cycle from over a month to a couple of weeks
  - Optimized onboarding process to ensure that new UX hires were successfully shipping features or improvements to the product within 2 weeks of their start date

Sr. User Experience Designer / [Adobe](#) / Sep 2018 – Nov 2020

- Led the vision and design for an out-of-the-box PWA commerce storefront
- Engaged the community arm of the commerce product in research, design and implementation partnerships
- Extended the visibility and contributions of the UX team by organizing lunch and learn sessions for a larger internal audience and design initiatives around events like Austin Design Week

User Experience Designer / Magento and Magento – An Adobe Company / Feb 2017 – Aug 2018

UI/UX Designer / ObjectRocket by Rackspace / Dec 2015 – Feb 2017

Freelance Designer / Self-Employed / May 2012 – Dec 2015

Designer + Account Manager / Monkee-Boy Web Design Inc. / September 2007 – June 2012

Communications Manager / The 401(k) Company / May 2006 - February 2007 (Acquired by Charles Schwab)

Intern, Creative Team / J Walter Thompson, Chennai, India / January 2005 - April 2005

EDUCATION

M.F.A (Graphic Design)
B.E. (Electrical Engineering)

CONTINUING EDUCATION

- https://growth.design/course - Completed in 2023
- https://www.ooux.com/self-paced-ooux-masterclass - Completed in 2024
- https://maven.com/peter-yang/become-an-ai-powered-product-leader - Upcoming

EXTRA-CURRICULAR

- Mentor with [Moja Tu](#) - Guidance for students and young professionals in Kenya in transitional stages of their life
- Partnering with [Job Propulsion Lab](#) to offer mentorships to designers