

MEGHA SONI

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EDUCATION

FOSTER SCHOOL OF BUSINESS, UNIVERSITY OF WASHINGTON | Seattle, WA Aug 2023 – Jun 2025
Master of Business Administration (MBA) – Management Science (STEM), Product Strategy

- Dean's Merit Scholar; Fritzky Leadership Fellow (Top 5% selected for prestigious fellowship); VP Tech Club; VP Women in Business.

MANIPAL INSTITUTE OF TECHNOLOGY, MANIPAL UNIVERSITY | India Aug 2013 – May 2017
Bachelor of Technology – Electronics & Communication Engineering

WORK EXPERIENCE & INTERSHIPS

MICROSOFT | Seattle, WA Mar 2025 – Jun 2025

MBA Consultant – Strategy | Microsoft Worldwide Education

- Identified a \$1B+ lifetime value opportunity by structuring an ambiguous problem into 5 analytical project workstreams and leading a 3-member consulting team, to guide Microsoft's early-student investment strategy.
- Analyzed competitive positioning gaps and ecosystem risks across 6 strategic dimensions by benchmarking Microsoft's education presence against AWS and Google to inform the impact of early engagement on long-term brand and adoption advantage.
- Secured leadership buy-in on investment priorities by delivering a 5-part strategic recommendation that demonstrated the value of student engagement, mitigated \$670M in potential market erosion, and positioned AI integration as long-term education strategy.

AUTEV (Autonomous EV Charging Startup) | Seattle, WA Jul 2024 – Sep 2024

Summer Consultant – Go-To-Market Strategy & Program Management

- Identified a \$1.1M annual revenue potential (12% CAGR) by building a 10-year NPV financial and commercialization roadmap; delivered investor ready recommendations to guide founders' business and launch strategy for Autev's autonomous EV charging solution.
- Designed a go-to-market and sales enablement plan by evaluating 3 revenue models, prioritizing 2 pilot markets, and outlining an urban scaling roadmap to capture growth across an addressable market of 500K parking spaces.
- Launched MVP customer reservation app in collaboration with stakeholders and engineering team; also introduced Agile mechanisms.

AMAZON | India Jan 2023 – Jun 2023

Senior Program Manager – Cyber Security Strategy & Third-Party Risk | Finance Operations

- Safeguarded \$50B+ in annual payroll disbursements for 1.5M employees by launching a global Third-Party Security Program that centralized vendor governance, standardized risk assessments, and improved compliance by 25% while reducing review cycles by 50%.
- Protected finance operations (payroll) from potential breaches and reduced security exposure by 60% globally via vulnerability remediations, exception management, and end-to-end risk assessments across 50+ high-risk financial vendors. Implemented metrics dashboards, KPIs, and executive communication cadences that accelerated vendor launches and strengthened audit readiness.

SCHNEIDER ELECTRIC | India Jun 2017 – Jan 2023

Senior Program Manager – Cyber Security Governance, Risk & Compliance (GRC)

- Enhanced Schneider's corporate security resilience by leading Crown Jewel program (CISO-sponsored), managing risk and compliance for 30+ mission-critical assets (CRM, ERP, AD, e-commerce) and driving cross-functional accountability across business units.
- Redesigned global cyber governance framework to align with NIST/ISO27001 industry standards and to integrate cloud, data privacy, and third-party risk controls, achieving enhanced enterprise risk management and driving a 14% compliance uplift, top 10% external security rating (BitSight score 810), and 2x faster remediation through automated workflows.

Program Manager – Digital Transformation & Security Operations

- Led a global cybersecurity modernization program delivering 4 multi-disciplinary global projects (endpoint protection, firewall, identity management), managing a 10-member cross-functional team and strengthening security maturity across 110K users and 300+ apps.
- Directed end-to-end global EDR modernization project from evaluation to deployment, managing vendor RFI/Pilot/RFP phases, selecting SentinelOne, and delivering a 3-year implementation roadmap that improved endpoint resilience across 110K users, reducing malware incidents by 40% and enabling real-time threat detection.
- Unified Schneider's global digital identity and brand presence by spearheading a domain migration program that merged 150+ regional domains into a single "se.com" ecosystem within 11 months; impacted 110K+ users, reduced auth errors by 25% while cutting domain costs by 40%, and improved access and security governance. Recognized with StepUp Award for exceptional leadership and ownership.

Business Analyst – Digital Transformation

- Digitized R&D's knowledge management by launching a centralized intranet platform (using Liferay and Elasticsearch), managed stakeholders and drove Agile delivery using Jira. Achieved 85% adoption in 2 months timeline and 30% improved info retrieval.

CERTIFICATIONS & SKILLS

- **Certifications:** GIAC Critical Controls ([ID 212508](#)), SANS SEC566 (Security Frameworks & Controls), PMP, NIST, ISO27001, GDPR, SOC2.
- **Analytical Skills:** Project Management, Financial Management, Budget Oversight & Forecasting, Metrics & Reporting Dashboards.
- **Technical Tools:** Excel, PowerPoint, Python, SQL, Data Analytics, KPI & OKRs Dashboard, AI, Tableau, AWS, Azure, Jira.