



Vijay Rajanna
premium
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Product Manager with Product Management, Requirements gathering, Stake holders , Roadmap & Backlog responsible roles in IT, Digital Transformation, Software Development, CLOUD, SAAS , web applications/mobile apps UX/UI, Scrum/AGILE, E-commerce..

Current Designation: Product Manager	Total Experience: 10 Year(s) 0 Month(s)
Current Company: Dell International Pvt Ltd via Rlabs Pvt Ltd	Notice Period: 15 Days or less
Current Location: Bengaluru / Bangalore	Highest Degree: MBA/PGDM [Management of Innovation, Product Management and Digital Strategy]
Prof. Location: Bengaluru / Bangalore, United Kingdom (UK)	
Functional Area: IT Software - Application Programming / Maintenance	
Role: Product Mgr	
Industry: IT-Software/Software Services	
Marital Status: Single/unmarried	
Key Skills: Product Manager, Product Management, New Product Development, Product Strategy, Release Management, Program Management, Requirement Gathering, Digital Transformation, Software Development, Client Servicing, Salesforce, Tableau, Python, Java, HTML, JIRA, SPSS, C, C++	
Verified : Phone Number Email - id	

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Summary

Product Manager with MBA/PGDM in Product Management and Innovation from HEC B School, Paris, France and MS in Information systems . from France, with work experience covering IT, E-commerce, Software products development, Product Management, Program Management, Innovation Management, Digital Strategy, Digital Transformation with international working experience having worked in USA, France, Germany and India, and currently living in Bengaluru / Bangalore now

Work Experience

Dell International Pvt Ltd via Rlabs Pvt Ltd as Product Manager Aug 2019 to Till Date

Product Manager II (Sr.) - Dell E-commerce Platform, Dell Technologies, India via RLABS Pvt Ltd

- Requirements gathering, Roadmap and backlog responsible, in Integration with Agile, QE, Release/Delivery teams.
- Developing new features for Configure/Pricing/Quote/Cart application for B2B and B2C clients
- Dell Technologies Cloud, added features, newer payment models like Subscription based, Pay-as-you Go etc.
- Developing MS on all Digital payment and payments revenue stream for better tracking and monitoring.
- Innovative features like Customer usage management and billing.
- Improved Product Quality by reducing Customer/Production Incidents and Defects by 70%.
- Increased efficiency in customer billing, upselling of products and customer satisfaction.
- Reduced cart abandonment rate, all contributing to higher revenues.
- Managed a Development team comprising of more than 50 developers, UI designers etc.
- Product Management with Agile/Scrum for development of software with new revenue models for customers.
- Aiding Program Management and Product Line Management for strategic vision and Business alignment.

MHP - A Porsche Company as Product Manager II Oct 2017 to Aug 2019

Product Manager II (Sr.) - E-Commerce, Digital Retail on Cloud at MHP - A Porsche Company, Germany

- Requirements gathering, Stake holder management, Roadmap and backlog and Product Life Cycle responsible.
- Product Management, development of Online Car sales, Handling Payments, leasing/Finance in interface with Banks.
- Developed Online platform and UI from scratch based on benchmarking of top E-comm websites.
- Enabled Frictionless loan, leasing and financing approvals in conjunction with Bank for Car Sales and lease.
- Enabled IT infrastructure and services towards Cloud based Architecture, Capex to Opex based model.
- Increasing operating efficiency and cutting down operating costs.
- Managed a Development team comprising of more than 40 developers, UI designers etc.



Important

- Using Free CV Search you have access to featured candidate profiles of Naukri. You can browse through the profiles and email the candidates of your choice directly using the email option provided. To prevent misuse of candidate information, contact details and attached resume of the candidates have been withheld.

- Product Management with Agile/Scrum for development of Adaptive online retail of parts through Data Analytics.

- Through Predictive Data analytics, enabled faster and on-time delivery of spare parts orders.
- Decreasing lead time by 75%, hence achieving lesser operating costs in Inventory Management.
- Doubled the revenues achieved through strategic vision, Business development and alignment.

● **Groupe PSA** as Product Manager
Mar 2017 to Sep 2017

Internship: Product Manager - E-Commerce, Digital Retail - Business Lab at Groupe PSA, Paris, France

- Product Management for a Digital product based on latest-tech like AI, BigData, IoT, Cloud and Mobile apps.
- Developed POC for Digital Retail of Cars and Spare parts online, thus bringing customers online.
- Implementation of Customer Data Analytics product using Salesforce Data Management for Sales and Finance.
- With an outcome of increased customer conversions, Digital channel presence
- Increased efficiency in Digital marketing and costs associated with it, thus reducing Marketing costs.

● **Collins Aerospace** as Senior Consultant - Product Owner
Apr 2014 to Sep 2016

Sr. Engineer Consultant & Product Owner at Rockwell Collins (worked in USA, France and India).

- Product Management for AIS product development based on Agile Software Engineering at ARINC Digital.
- Enhanced Automation in Data processing and Visualization.
- Increased process optimization of Information Management systems.
- Developed lots of features on quick view and page access for ease and User friendliness.
- Increased Systems security and health monitoring checks for keeping the systems secure.
- Increased System availability to 99.99% by Architecture, System defect management, Fault tolerance based methods and IT Infrastructure updates.
- Managed a Developments team comprising of more than 30 developers, UI designers etc.
- Implementation of Flight ticketing kiosks and check-in systems with fool proof customer authentication.
- Enhanced customer authentication with double and triple step security systems checking on kiosks.
- Innovation Scouting (with Startups) at ARINC Digital, and also filed Patents at US Patent office for my inventions.

● **Airbus Group** as Product Management Consultant
Apr 2013 to Mar 2014

Internship: Product Management Consultant at Airbus, France and India.

- PM Consulting for Software Products Business for Airlines like Lufthansa, Air France and British Airways.
- Responsible for creating new business opportunity by creating Software Product selling business
- This business spun off revenue projections of upwards of \$10M
- Product Benchmarking, Gap Analysis, Product Pricing, engaging with Marketing and Sales team.

● **Oracle Financial Services Software** as Senior Software Engineer
Aug 2008 to Sep 2011

Product Consultant/Sr. Software Engineer - Banking Software Products & Services at Oracle, India

- Consulting for Core -Banking, transaction service in Banking Software Products for National Australian Bank.
- As a developer, based on Microservices and API based architecture, developed Core banking products such as deposit, loan and credit processing capabilities, with interfaces to general ledger systems and reporting.
- Developed Currency Transaction capabilities for international currency exchange and conversions.
- Interfaced with customers on various Incidents, defects and Requirements elicitation.
- Technical consultant for Oracle ERP Products customization & MS for banking clients like HSBC, DB.
- As a developer, developed custom based APIs and applications for ERP product applications.
- Interfaced with customers on various Incidents, defects and Requirements elicitation.
- Developed advanced systems monitoring using Automation, other Java based programming languages.

● **Bharat Electronics Limited** as Software Engineer
Jan 2008 to Mar 2008

2008 Internship: Software Systems Engineer at Bharat Electronics Ltd (Government of India)

- As a developer, developed health monitoring systems for telecommunication controllers, and transceivers.

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Education

UG: **B.Tech/B.E (Computers)** from **Visveswaraiah Technological University (VTU)** in 2008

PG: **MBA/PGDM (Management of Innovation, Product Management and Digital Strategy)** from **HEC Paris, France** in 2017

Other Qualifications/Certifications/Programs:

Certificate in Business English Communication

French language B1/B2 certificate

Certified Systems Engineering Professional

Project Management

MS, Master 1 - Information Systems & IT Systems Engineering

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IT Skills

Skill Name	Version	Last Used	Experience
C, C++, Java, HTML, Excel			
SQL, Python, MS Project, JIRA, SPSS,			
Tableau, Salesforce, TFS,			

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Languages Known

Language	Proficiency	Read	Write	Speak
English	Expert	✓	✓	✓
Hindi	Proficient	✓	✓	✓
French	Proficient	✓	✓	✓
German	Proficient	✓	✓	✓

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Projects

Project Title: Online Car retail and Digital Showrooms & Customization project

Client: MHP - Porsche Group

Nature of Employment: Full Time

Project Location: Berlin

Role: Sr. Project Leader

Skill Used: Product Management, Software Product Development, Project Management, Program Management,

Role Description: Led and managed the Product development team in developing the product

Project Details: Managed entire project featuring and product management involving all key stakeholders and managed the development team also.

Duration: Jan 2018 - Sep 2019

Onsite / Offsite: Onsite

Team Size: 20

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Affirmative Action

Physically Challenged: No

Work Authorization

Countries: India
Job Type: Permanent
Employment Status: Full time

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