**Rakesh Sharma Palla**

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**SUMMARY**

Seasoned Product Management Leader with 19+ years of experience driving enterprise SaaS, and data platform products from strategy to execution. Proven track record in building platforms, and leading global product teams to deliver scalable solutions that improve adoption, reduce time-to-market, and unlock business value. Adept at collaborating with engineering, and go-to-market teams to build trusted, enterprise-grade product capabilities. Recognized for strong executive presence, thought leadership, and ability to thrive in fast-paced, ambiguous environments.

**SKILLS AND TOOLS**

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* Product Management & Strategy
* SaaS Product Management | Enterprise Cloud (AWS, Azure, GCP)
* AI Readiness, Trust & Ethics in AI, AI Safety Standards
* Roadmap Strategy & Execution | 0-to-1 Product Development
* Cross-Functional Leadership | Executive Stakeholder Engagement
* Customer Discovery & Feedback Loops | Developer Experience
* Go-to-Market Enablement | Ecosystem Partnerships
* Agile & Scaled Agile Frameworks | Global Team Leadership

**EXPERIENCE**

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**DELOITTE HYDERABAD, INDIA**

**Technical Delivery Manager** Dec 2013 till date

* Increased adoption by 25% by leading the strategy and roadmap for enterprise-grade platform capabilities, including data ingestion pipelines, model lifecycle management, and observability.
* Accelerated cloud migration for enterprise customers by modernizing platforms and building trusted components that improved user experience and scalability.
* Shaped enterprise-wide product standards by collaborating with engineering, UX, and horizontal product teams, ensuring reuse, trust, and scalability of features.
* Mentored and coached a global team of 15+ Product Managers, establishing best practices in product management, discovery, and delivery.
* Launched multiple 0-to-1 SaaS products, scaling offerings to enterprise-level adoption.
* Cut delivery risks by 25% through agile adoption, backlog prioritization, and stakeholder alignment.
* Acted as trusted advisor to C-suite executives, translating technical solutions into business outcomes.

**INFOSYS HYDERABAD, INDIA**

Senior Associate ConsultantJune 2011 to Dec 2013

* 30% efficiency gain: Conducted gap analyses and provided innovative recommendations for core banking solutions.
* Reduced delivery time by 20%: Led RFP responses and collaborated with sales teams to deliver impactful proposals.
* Enhanced feature utilization: Maintained and prioritized product backlogs, aligning with user and market demands.

**TECH MAHINDRA HYDERABAD, INDIA**

Systems Analyst Nov 2010 to Jun 2011

* Reduced validation time by 25%: Performed comprehensive system studies and provided feature enhancement recommendations.
* Improved testing accuracy by 20%: Developed and executed test plans and cases for capital market solutions.

I have also worked at **CGI and Dion Global solutions between 2006 and 2010.**

**EDUCATION**

**MBA BENGALURU, INDIA**

JAGSOM May 2004 to April 2006

**CERTIFICATIONS**

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* SAFe Product Owner Product Manager
* Certified Business Analysis Professional (CBAP)
* Azure Fundamentals (AZ900)
* SAFe Practitioner

**ADDITIONAL INFORMATION**

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* Awarded: Successful product delivery for three consecutive years.
* Leadership: President of Hyderabad Chapter, IIBA, and volunteer of the year nominee.
* Community Engagement: Led Business Analysis Community of Practice and domain training sessions at Deloitte.