

# Vikram Maran

Tampa, FL

-Email me on Indeed: <http://www.indeed.com/r/Vikram-Maran/bf2f560d5f9b4a38>

## Professional Summary

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Summary: 15+ year career in strategy consulting, software design, and data science in the technology industry. PMP and

CSM certified INSEAD MBA and Cornell Information Science B.Eng graduate.

## Work Experience

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### **Enterprise Application Architect / Technology Strategy and Operations (Regional Grocery Retailer)**

Weis Markets-New York, NY

January 2024 to Present

- Assess technologies and contracts for omnichannel, software, and data science initiatives, providing strategic recommendations to the CIO, CFO, and other executive buy/build/partner decisions
- Architect holistic technical solutions aligned with business strategy, defining requirements/processes/standards, and guiding cross-functional teams to build and scale applications to potential across the enterprise portfolio
- Manage Mulesoft, Azure, Github and other platforms to centralize and accelerate technology operations

### **Sr AI Consultant, Product Strategy and Analytics (A B2B Consulting Platform)**

Braintrust | Hybrid-New York, NY

September 2021 to December 2023

- Pre-sales, go-to-market, and revenue strategy development of data science and ML projects
- Derived customer analytics metrics and insights using Neo4J for guiding client product strategy and roadmaps

### **Technology Policy Strategy Research Fellow**

Portulans Institute-Washington, DC

October 2021 to September 2022

(A global think tank for the World Economic Forum)

o Future of Work strategy research to modernize technology (ICT) adoption frameworks used by policymakers and companies to support national digital readiness

### **Post MBA Technology Strategy Engagements**

Jade Advisors, Portulans Institute, Zeph Technologies-Remote

September 2021 to September 2022

### **Business Development Strategy Director (A Global Alternative Asset Placement Platform for PE, Infra, RE)**

Jade Advisors-Austin, TX

September 2021 to June 2022

o Created fundraising partnerships between US-based asset managers and technology ventures (via partner outreach, sales calls, strategy and pitch deck creation)

### **Chief Technology Officer (A Consumer Health IOT Startup - Asthma Patients Respirator Software)**

Zeph Technologies-New York, NY

September 2021 to November 2021

o Created a proof-of-concept, technical product roadmap, and go-to-market strategy from pre-development to public launch of a software service for asthma patients which provides customized breathing exercise recommendations to improve lung performance

### **Business Strategy Consultant**

April 2020 to May 2021

o Presented technology & innovation strategy recommendations to Siemen/Enlighten's Smart Lighting IoT

C-level leadership for expansion of their Healthcare offerings

o Won Global Private Equity Institute (GPEI) Best Cases Award for Mapan Case Study on how a social enterprise fintech startup in Indonesia worked with venture capital and other fundraisers to grow into an international presence

INSEAD Masters of Business Administration-Singapore & France

December 2019 to April 2021

Strategy, Digital Entrepreneurship, Finance Concentrations

### **Data Science Solution Architect / Technical Product Manager**

Lumen-Denver, CO

May 2018 to January 2020

● Led a team of 8 for Network Operations and Big Data Services projects, presented decks for reporting to management and external stakeholders; was the 1 st data scientist hire for Digital Consumer Platforms team, where I helped set up and scale the data science team

● Optimized live time series & deep learning LSTM predictive models for replacing faulty hardware, increasing internet availability for customers and netting \$10M savings yearly

● Devised data models, metrics, and analytics dashboards for voice of customer (VoC) initiatives for the digital product portfolio, exposing customer segmentation and feature preferences realizing \$1M via improved service quality

● Applied statistical anomaly detection algorithms on billing data, recovering \$3M in customer lifetime value (CLT) savings by re-pricing and campaign management

● Conducted data mining/engineering/integration enabling call center (IVR) customer journey tracing

### **Sr Fullstack Software Engineer, Growth**

PatientPing-Boston, MA

November 2017 to April 2018

● Created interactive healthcare patient journey visualizations which refined competitive strategy and gaps analysis

● Liaised with clients to deliver data and define data quality & governance roadmap

### **Software Engineer, Platform**

Foundation Medicine-Cambridge, MA

April 2015 to October 2017

● Scaled a genomics software platform by enhancing productivity tools used by 50+ bioinformaticians to annotate cancer specimens and automating genomic data sequencing across the organization

- Implemented graph matching / decomposition algorithms for custom biomarker definitions, boosting variant prediction F1-score by 11% and improving workload speed by 8%
- Automated predictive pipeline launches enabling deployment of 3x genomic tests and sped launches 10x
- Delivered presentations, demos, code reviews, peer coding, and wiki articles to bioinformaticians, computational biologists, researchers, and BI
- Generated technical proof of concepts & evaluated against speed, precision, and risk metrics of concern

## **Frontend Engineer**

Amadeus-Boston, MA

February 2014 to March 2015

- Developed software features for global flight booking websites

## **Technical Consultant**

Halcyon Solutions-Columbus, OH

September 2013 to January 2014

- Conducted technical risk & design due diligence for 3 government & healthcare projects using the .Net/Bootstrap stack

## Education

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### **Master of Business Administration (MBA) in Digital Entrepreneurship, Finance Concentrations**

INSEAD, Singapore and France - Singapore

### **Bachelor of Engineering in Information Science, Systems, and Technology**

Cornell University - Ithaca, NY

## Skills

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- JIRA
- Cloud (AWS, GCP, Azure)
- Python
- ELK
- 2) Saved \$10M annually by using predictive models for replacing faulty hardware to streamline operations workflows
- root cause analysis
- Git
- Analytics Lean Portfolio Management
- Solution Design
- Looker
- PowerBI
- Machine learning
- Risk Analysis
- Java
- Bash

- Splunk
- SQL
- Agile (Scrum, SAFe)
- Visio
- 1) Enabled \$30M in annualized revenue by leading the development of a software platform for cancer detection & reporting which allowed the organization to scale from a single product to a 4 product company capable of fulfilling 5x product volume
- Mailchimp
- Superoffice CRM Certifications: Anypoint Platform Architecture
- Site Reliability
- Qlikview
- and retained them with different pricing and servicing options. Skills and Tools: Marketing Strategy
- Business Development
- Kanban (DMAIC)
- Cloudera
- Integration Solutions / Application Networks, Project Management Professional(PMP), Certified Scrum Master (CSM), Spark for ML (Edx)
- Data science
- Enterprise Architecture (TOGAF)
- 3) Recovered \$3M in customer lifetime value by using an algorithm to detect high churn risk customers
- Tableau
- Oracle
- Microsoft SQL Server
- MySQL
- Business Requirements

## Links

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[LinkedIn.com/in/VikramMaran](https://www.linkedin.com/in/VikramMaran)

## Certifications and Licenses

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### **PMP**

### **Certified Scrum Master**