

Contact

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(LinkedIn)

Top Skills

Product Management  
Product Development  
Oracle Application Express

Languages

English (Native or Bilingual)  
German (Limited Working)  
Hindi (Full Professional)  
Malayalam (Native or Bilingual)

Certifications

User Experience  
Introduction to Responsible AI  
Introduction to Generative AI  
Oracle Cloud Infrastructure 2025  
Certified Generative AI Professional  
Oracle Cloud Infrastructure 2025  
Certified AI Foundations Associate

Terry Mathew

Product Management | Data Analytics | Revenue Operations |  
Strategic Insights  
Bengaluru, Karnataka, India

Summary

Results-oriented professional with over 10 years of experience optimizing operations and driving strategic decision-making through data-driven insights. Diverse background includes roles in hospitality, sales, and business operations, providing a unique perspective in leveraging data to drive business growth. Proficient in data analysis using Excel and Oracle Analytics Cloud, with expertise in developing dashboards and reports for effective communication with executive leadership. Adept at collaborating with cross-functional teams, maintaining data integrity, and delivering impactful presentations to influence key stakeholders globally.

Prior to Oracle, I held various roles in hospitality and sales, including Food & Beverage Server at Four Seasons Hotel Bangalore, where I enhanced customer satisfaction through attentive service and anticipating guests' needs. Also served as a Lead Demonstration Specialist at Bose Corporation, increasing customer engagement and sales through interactive product demonstrations.

Experience

Oracle  
7 years 8 months  
Senior Data Product Manager  
March 2024 - Present (1 year 10 months)  
Remote

Insights Analyst  
March 2023 - April 2024 (1 year 2 months)  
Bengaluru, Karnataka, India

Created Business Operational dashboards for management & leadership to monitor and track key performance indicators

Perform data cleaning, validation, and visualization to ensure data accuracy and consistency

Integrated multiple sources of disparate data into cohesive datasets using ETL processes, improving overall analytic capabilities.

Utilized advanced query optimization techniques to enhance database performance and reduce latency issues during high-traffic periods.

Generated ad-hoc reports to evaluate specific business requirements.

### Business Operations Team Lead

February 2022 - March 2023 (1 year 2 months)

Bangalore Urban, Karnataka, India

Increased overall team productivity with effective training programs and continuous performance monitoring.

Fostered a collaborative work environment, encouraging open communication and teamwork among staff.

Enhanced relationships with Partners through regular follow-ups, ensuring high levels of satisfaction and loyalty.

Facilitated regular team meetings to discuss challenges, successes and strategies.

### Business Operations Specialist

July 2021 - February 2022 (8 months)

Bengaluru, Karnataka, India

Subject-Matter Expert for the Team

Optimized workflow efficiency by analyzing current processes and identifying areas for improvement.

Worked with the management, reviewed potential issues affecting aging tickets, and raised enhancement requests for the same

### Business Operations Analyst

May 2018 - July 2021 (3 years 3 months)

Bengaluru Area, India

Collaborated with the sales team to structure and execute complex deals, seeking internal approval for non-standard requests.

Quoted complex deal structures for Lines of Business such as Cloud, License and Hardware and working with Sales & Stakeholders till the deal gets booked

Provided guidance to sales reps to accelerate deal closure by developing in-depth knowledge of Oracle licensing model, deal structures, and pricing.

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## Education

Indo-German Training Centre Bangalore

PGPBA, Business Administration and Management, General

Institute of Hotel Management and Catering Technology

B.Sc, Hospitality And Hotel Administration

Max Mueller Bhavan