Ahilesh Shankar

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PORTFOLIO MANAGEMENT| PROGRAM MANAGEMENT | MBA | PMP



Summary

Seasoned Program and Portfolio Management Professional with diverse experience across Insurance, Retail, AI, Energy, Automotive, and Technology Consulting. Proven expertise in P&L ownership, category management, and territory leadership, with a track record of driving revenue growth, negotiating deals, and executing long-term business strategies. Adept at building and leading high-performance teams, managing client and vendor relationships across regions, and delivering commercial outcomes through strategic planning and operational excellence.



Work Experience

2022 - Present

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* Owned P&L accountability for a portfolio of initiatives delivering $2M revenue growth and expanding market presence by 12% in Alberta.
* Spearheaded a comprehensive product and category roadmap, ensuring alignment with business objectives and long-term growth strategies.
* Negotiated and closed a $10M multi-year Fortune 500 deal, influencing C-suite stakeholders with tailored commercial solutions.
* Delivered a 35% YoY revenue increase by upselling services, identifying new account opportunities, and managing contracts.
* Led a globally distributed team of 80 across 6 workstreams, acting as a lead overseeing sales, delivery, and client success.
* Collaborated with regional leadership on market strategy, opportunities, and deal conclusion, ensuring strong stakeholder engagement.
* Acted as the central liaison between product, operations teams to ensure portfolio outcomes aligned with business goals.
* Leveraged data-driven insights (Power BI, SQL) to optimize resource allocation and portfolio prioritization.
* Implemented KPIs and dashboards to track portfolio health, financial outcomes, and category-level performance.

Canadian Citizen

**Program Manager- Deloitte - Strategy & Operations**

Work Authorization

Problem Solving

Business Acumen

Category Management

Project Management

Product Engineering

Operational Analytics

Power BI

Key Skills



P&L Management

Account Management

Product Roadmapping

**Senior Business Solutions Consultant – AltaML (Edmonton, Canada)**

* Secured a $30M 5-year government contract by structuring value-based proposals, strengthening relationships with senior stakeholders, and leading negotiation processes.
* Developed category strategies through ROI analysis, user journey mapping, and persona-based value stream development.
* Orchestrated complex cross-functional projects balancing client requirements, timelines, and profitability, ensuring operational and financial objectives were met.
* Functioned as a trusted advisor to leadership in business case development, revenue projections, and long-term planning.
* Found additional opportunities for growth and expansion of product capabilities, improved CX and customer engagement.
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2021 - 2022

Education

**MASTER OF BUSINESS ADMINISTRATION (MBA)**

University of Alberta, Canada

**MASTER OF SCIENCE**

Computer Integrated Manufacturing (CIM)

Nanyang Technological University, Singapore

**BACHELOR OF TECHNOLOGY**

Mechatronics

SASTRA University, India



Change Management

Cross Functional Collaboration

Strategic Planning

2008 - 2010

**Honor and Awards**

* Recipient of the Ovintiv MBA Scholarship – July 2021 & MBA Entrance Scholarship Award- Sep 2020.
* Winner- 1st Place of Fall & Winter Internal MBA Case Competition – Oct 2020 & Jan 2021.
* Recipient of the project innovation award for the development of the “Assembly & Test cell – IoT Internet of Things” – 2017 (TechnipFMC).

**Product Lead- Control Systems & Topside Hydraulics – TechnipFMC**

2014 - 2020

**Manager- Projects and Tenders - TechnipFMC (Singapore)**

* Managed large-scale project tenders, negotiating with vendors and clients to secure multimillion-dollar contracts and ensure profitable execution.
* Directed cross-functional teams and engineering gate reviews to align with business goals, improve stakeholder coordination, and drive operational efficiency.
* Acted as a category/portfolio manager for control systems products, streamlining processes that reduced engineering time by 20% and improved profitability.
* Designed and formulated the manufacturing process of Common Rail Unit Pump in SUV's and LMV for India's prominent auto manufacturers.
* Responsible for equipment selection, qualification, installation and achieving the desired process capability index.
* Functioned as the Technical Authority for Topside and Subsea Electrohydraulic Products and authored four Master Specification procedures thereby reducing engineering time by 20%.
* Modelled reservoir capacity and accumulator sizing calculations using hydraulic analysis tools and analyzed the Electro- hydraulic control system for subsea emergency shutdown functionality.
* Spearheaded engineering gate review meetings and solved numerous designs & production issues through Root Cause analysis and Design of Experiments (DOE).

**New Product Introduction Engineer- DelphiTVS (Chennai, India)**

2011 - 2014