

Pradyumna Kulkarni

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CAREER SUMMARY

Global product development leader with expertise in building innovative products and managing software engineering process through the use of appropriate metrics. Solid understanding of market requirements and VOC with ability to creatively build and lead global product teams to deliver new capabilities in existing and new products.

PROFESSIONAL EXPERIENCE

ARIN Technologies Inc, Pittsburgh PA

March 2014- present

Founder and CEO

Created a solution to provide location awareness to the internet of things with initial target being indoor positioning to address use cases in varied markets such as material handling, emergency response, healthcare and government & defense

- Identified multiple use cases across different markets and validated each use case to identify beachhead market and determine addressable market size through user and expert interviews
- Built relationship with researchers and negotiated agreements for the researcher to be a technical advisor to the company and perform research through students at the University of Texas
- Attracted and recruited highly skilled engineers to build the entire end to end system to design the hardware, embedded system and software required to gather positioning data
- Built relationships with distributors and system integrators in targeted initial market to determine the appropriate go to market strategy
- Presented to multiple investors and successfully received commitment for \$150k in seed funding from angel investors

ESI Group, Pittsburgh PA

August 2011- May 2015

Director, Product Development and R&D Strategy

Leadership, through mentoring, influence and direct reports, of a global product development team consisting of around 20 product development managers (with approximately 300 engineers in the organization) developing 4 product lines in 10 offices across US, EU and India with revenues of \$110MM to build and implement product strategy

- Created the business case for a corporate product platform, generated buy in from all business units, built the core product development team and started the implementation of new product platform that can be deployed on the desktop as well as over the cloud, both public and private, in a SaaS model
 - Built and led a platform architecture team in gathering requirements, defining data model and initiating refactoring
 - Consolidate common functionality across all (four) product lines and plan retirement of products
 - Initiated the process of dismantling product based silo's into capability based teams. Many software developers who never interacted with each other before are now successfully collaborating on building the platform
- Implemented a continuous improvement process through identification of gaps in the product development process and leading product development owners to define and quantify KPI's, their tracking and interpretation of KPI data. Increased customer satisfaction scores by 40% over two years. This included
 - Built and implemented a global automated quality assurance system to execute smoke tests, integration, system and performance tests and provide daily report on product quality to development teams and product owners. System deployed over 10 global offices running on multiple operating systems including all versions of Windows and supported version of Linux and Unix
 - Simplification and implementation of a product update (patch) deployment procedure to reduce publishing time from 3 weeks to under 1 week
 - Mentoring product development leaders to implement the scrum agile process, work across divisional boundaries and helped improve communication and collaboration
 - Defined and created metrics such as Mean Time To Failure and Mean Time Between Failure to drive improvement in user perceived quality of product by over 200%
 - Implemented regular and dedicated "hack days" (targeted to bug fixing) throughout the development cycle to reduce backlog of bugs and to keep cost of bug fixes as low as possible
 - Revamped the defect tracking system to ensure that every defect had an owner who was responsible for the life cycle of the defect and to ensure that tests were created and made part of the regression test set to improve user experience with software
- Defined and implemented the roadmap and strategy for a product line which resulted in reversing declining revenue and morale and led to the stabilization of the business unit

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- Managed multiple programs in collaboration with the services organization involving requirement discovery, planning, architecting and delivering enterprise level solutions to major customers
- Collaborated with marketing to implement ways to improve thought leadership, brand awareness and social media presence for improved user experience
- ISO certification leader for North America organization.

PTC, Greensburg PA

May 2010- August 2011

Director of Product Management, Windchill Quality Solutions

Product leadership, marketing and sales support in achieving a FY11 revenue growth of 40% and post-acquisition growth of over 100%

- Created and rolled out a three year product roadmap for acquired product line
- Created and implemented integration strategy for Quality Solutions products with other PTC products through negotiating with product owners from other product lines
- Collaborated with marketing on outbound activities and provided sales with product development support to win multi-million dollar license's at a major aviation customer and a major automotive customer

ANSYS Inc, Canonsburg PA

2001-2010

Corporate Product Manager

2009-2010

Competitive Analyst

2008-2009

Strategic leadership to increase revenues and optimize allocation of resources based on analysis of ROI in product strategy and sales & marketing strategy

Manager Software Quality and development infrastructure

2006-2008

Member of Technical Staff

2004-2006

Associate Member of Technical Staff

2001-2004

Leadership to optimize product development effort while leading the integrating of acquired talent and products

- Gathered requirements, built and deployed new tools, methods and processes, in the role of a product manager and project manager, for a global team to achieve higher quality software and improved productivity.
 - Reduced cycle time for integration of work done by offshore team from approximately one week to a few hours by changing the tear down and rebuild process by effective use of automation tools to support new process
 - Enabled better compliance with Nuclear QA-1 rules through the development of new tools and eliminated manual overhead in tracking various changes to test battery and product changes
- Led and facilitated the definition of a new testing process when a new Business unit was created through active engagement of development managers and directors.
- Led the integration of resources, tools and processes of multiple acquisitions with teams in US, Canada, Germany, France and India. Integration occurred with no disruption of product deliverable commitments

EDUCATION

Carnegie Mellon University, **Tepper School of Business**,

Pittsburgh PA

Master in Business Administration (**M.B.A.**): Strategy, Marketing, Operations and Quantitative

University of Cincinnati,

Cincinnati OH

Master of Science (**M.S.**) in Mechanical Engineering (Numerical Methods): University Graduate Scholarship for 2 years

Mumbai University,

Mumbai India

Bachelor of Engineering (**B.E.**) in Mechanical Engineering (top 5% of class)

ADDITIONAL INFORMATION

- Two time winner of process improvement award at ANSYS, First and only person to win this award twice
- Six Sigma Green Belt equivalent training at Carnegie Mellon University.

SOFTWARE PROCESSES, LANGUAGES AND TECHNOLOGIES

- Languages, understanding of and used: JavaScript, C/C++, Python, PHP
- Operating systems: Windows, Linux, Unix
- Understanding of embedded programming