

Contact

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Top Skills

Machine Learning

Change Management

Cross-functional Team Leadership

Abhinav Verma

Product and Engineering Leader
Seattle, Washington, United States

Summary

Product and Engineering leader with 10+ years of proven track record in 1) delivering business outcomes and 2) hiring and building teams for B2B and B2C employers.

I like to build new and cool stuff. Most (not all!) of what I build works for customers and businesses.

An epistemophilic who loves absorbing new technologies, asks the right questions for our customers and combines both to deliver the right customer experiences through his teams. I feel that the right customer experiences get you to the right product and not the other way round. I have solved challenges for B2B and B2C customers and I am looking forward to a new challenge in leading product and engineering teams.

Experience

Amazon

Senior Manager of Product and Engineering

September 2022 - Present (2 years 4 months)

Greater Seattle Area

Led all aspects of engineering and product management for Retail Foundations (critical software to manage listings self service and reduce customer contacts) generating \$X.XB in incremental revenue.

1. Pitched LLM based automated experiences with Merchants to Amazon leadership and to gain funding. Led cross functional teams to launch products negotiating \$X.XB in revenue, saving 8XX employee hours.
2. Led engineering, product and business team to launch LLM powered merchandizing platform for 1P business to improve revenue (\$2.xB)
3. Led large scale scaling and optimization of internal processes for merchant management across US/EU/AP teams, saving 1k+ employee hours using software and process improvements.

4. Pioneered and launched new profitability management products for Amazon's business teams, diagnosing negative margins to boost profitability by \$1xxM/annually.
5. Expanded a team 5x (to 35 employees). Consistent coaching and mentoring the team to deliver impactful products that contributed to \$800M+ in free cash flow.

Convoy Inc

Director of Product Management

July 2021 - September 2022 (1 year 3 months)

Greater Seattle Area

Led Product Management for Carrier marketplace's "Searching", "price bidding" and "Matching (supply to demand)" functions.

1. Led groups to create products that efficiently match freight in Convoy's marketplace to truckers. Improved costs by over 4xx bps, service quality by 1xx bps, carrier efficiency by 77%, carrier acquisition by 19% and business automation by 28%.
2. Managed a cross functional (product, engineering and science) team to enhance searching and browsing capabilities for truckers to improve trucker engagement by 16%.
3. Drove carrier acquisition through API integrations, achieving a 19% increase in Monthly Active Users, 28% rise in automated trucker assignment and reducing annual operations cost by \$2.x/M.

Amazon

Senior Manager of Product Management

June 2018 - July 2021 (3 years 2 months)

Seattle, Washington, United States

Leading PMs to ensure we deliver disruptive automated negotiation and profitability management products that add \$xxx M to WW Amazon Retail profitability.

Working as Product Manager in Automated Profitability Management. Automated Profitability Management is responsible for driving profitability improvement to Amazon's retail business through 'Hands of The Wheel', scalable and automated win-win negotiation solutions. We negotiate better terms at scale without human involvement. We own customer experiences on Amazon's Vendor Central and internal experiences for our Retail partners. Our mission is to ensure that vendors call Amazon a fair and tough negotiator with the best negotiation experience.

Amazon

Senior Product Manager - Technical Products Intern - Search Experience

June 2017 - August 2017 (3 months)

Greater Seattle Area

Cadence Design Systems

Member Of Technical Staff

June 2014 - July 2016 (2 years 2 months)

Noida Area, India

Virtuoso Platform(Cadence Design Systems) : Tool for designing full-custom integrated circuits.

Worked on engagements for clients(including but not limited to Apple, Qualcomm, IBM, Samsung,AMD,Intel). Assessed multiple technology challenges and provided solutions. Handling the project to improve Intel's design process alleviating Cadence's evaluations during contract renewals. Negotiated with the same clients for upcoming technologies. Gathered requirements and explained recommendations to clients holding total accounts of \$4M revenue.

Worked on the B2B product to help drive solutions for clients. Understood client requirements and moved on to formulate the client requirements to technical designs and solutions. Hypothesized solutions and refined them, Implemented solutions and worked towards validation with other teams on the same.

Day to day responsibilities included client meetings, planning, reviewing timelines, preparing solution decks for clients, implementation and delivery.

Part of Team Catena which handles Wire Editing ,catena Checker, Design Rule driven editing (DRD).

Cadence Design Systems

Software Engineer

July 2012 - 2014 (2 years)

Virtuoso Platform(Cadence Design Systems) # Tools for designing full-custom integrated circuits;[2] includes schematic entry, behavioral modeling (Verilog-

AMS), circuit simulation, full custom layout, physical verification, extraction and back-annotation. Used mainly for analog, mixed-signal, RF, and standard-cell designs, but also memory and FPGA designs.

Part of Team Catena which handles Wire Editing ,catena Checker.

Delhi College of Engineering
Placement Co-ordinator
August 2011 - 2012 (1 year)
Delhi

Education

Vanderbilt University - Owen Graduate School of Management
Master of Business Administration (MBA), Business Administration and Management, General · (2016 - June 2018)

Delhi College of Engineering
· (2008 - 2012)

Delhi Public School Mathura Road
· (1994 - 2008)
