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## PROFESSIONAL EXPERIENCE

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### TECHNOMILE

Remote/Virginia, US

Lead Product Manager, Contracts Suite (GovCon)

Jan'22-Present

- Product Strategy & Lifecycle Management | (B2B SaaS)
  - Leading the Contracts Suite, from **vision, execution & launch**, by collaborating with engineering, UI/UX, marketing, and various other teams to cater for **200+ clients** & manage their proposals, contracts, subcontracts, and agreements using **AI/ML**
  - Demonstrated the product, showcasing current offerings and future roadmaps as a **keynote speaker** at the annual Elevate conference by TechnoMile in Virginia resulting in **30+** prospective customers from Aerospace & Defense industry
- Revenue & Growth- **40% of revenue** with **30% YoY** growth comes from the Contracts Suite, which caters to the pre-award, award and post-award process of the US Federal Contract lifecycle and is being considered as a benchmark for the industry by Accenture Federal
- Platform & Integration- Defined and built the SaaS on multiple platforms like **Salesforce & MS Dynamics 365** CRM for enterprises
  - Spearheaded creation of transform copilot using **OCR** and **LLMs** for **NLP** in any doc ingestion & insights from rule-based model
  - Supporting both **API & file-based** integration across other third-party ERPs, Document Generator, Repository, Analytics, Public Data & E-Sign applications to make the product work seamlessly out-of-the-box, reducing the efforts for further customizations
  - Integrating **SharePoint** with out-of-the-box connector for clients using Dynamics 365 to work seamlessly with **Office 365** suite
- Efficiency & Innovation- Improving the time to capture relevant information from large documents from **4 days to 2-3 mins**, focusing more on data validation and reducing manual labor, with independent product offerings that helps in both up-selling and cross-selling
- Managed the product end-to-end with **Azure** and instrumental in creating the **DevOps & Agile** processes with scrum methodology

### THOUCENTRIC

Bangalore

Senior Product Manager, iCAT | (B2B SaaS) | **Unilever**

Jan'19-Jan'22

- Conceptualized, Built & Deployed CLM across **100+ countries** comprising 4 global hubs as a part of **digital transformation**
  - Requirement gathering, user journey creation, inception from **MVP** and end-to-end product management using **Jira**
  - Collaboration with product designers & solution architects for design documents, **data flow** diagrams and **wireframe** prototypes
  - Managed product delivery with engineering teams for solution development, system-integration, planning, UAT & deployment
  - Achieved **90%** reduction in TAT with first time right information greater than **99.7%** and identified gaps using **Adobe analytics**
- Program/Project Management- Contract Lifecycle Management process in direct procurement with proper **data migration** process
  - Managed **\$2 billion** worth direct **material spends** with **1500+** procurement professionals which churns **120K+** contracts annually
  - Led to improvement in process turnaround time to less than **2 days from 30 days** earlier with proper **change management** process

### TOPPR

Mumbai

Associate General Manager | Strategy, Product &amp; BizOps

Apr'18-Nov'18

- Lead the business support team of **41** in the B2C customer facing department that helps solves customer queries and driving metrics
- Managed revenue leakage, Built & Implemented HR Ops, Setup the SD Card process & worked on the R&R for Sales executives
- Process Efficiency- Planned and executed the steps to reduce the refund rates by **80%** from current rate saving 89 lakhs of revenue improving FRT & MRT. Closure turn-around time of closing the issue **reduced by 50%** to 3.5d and verification rate from 72% to 90%

### RELIANCE JIO

Navi Mumbai

Deputy Manager, Quality Assurance (IP/MPLS &amp; IPSE) | 4G network

Jun'14-Jun'16

- Planned and built **IP/MPLS & IPSE** devices and servers in Replica Lab managing the vendors from Cisco, Juniper, Alcatel Lucent & others
- Simulated the commercial **Jio 4G** environment, executed device installations with testing and analyzed PAN India internet traffic capacity of the world's largest 4G network and mentored the newly hired engineers on the importance of field testing and lab automation

## EDUCATION

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|--------------------------|---|--------------------------------|---------|
| ▪ MBA                    | Indian Institute of Management, Udaipur (IIM Udaipur)   | 3.05/4                         | 2016-18 |
| ▪ B.Tech                 | National Institute of Technology, Calicut (NIT Calicut) | 7.37/10                        | 2010-14 |
| ▪ Class XII, HSE         | St. Joseph's Model HSS, Thrissur                        | 95.1% ( <b>School Topper</b> ) | 2010    |
| ▪ Class X, Matriculation | JGVV Matriculation HSS, Chennai                         | 94%                            | 2008    |

## INTERNSHIPS

SP Sysnet (International Intern, Product Marketing Strategy)

Jul'17-Oct'17

Singapore

United Breweries (Summer Intern, Product Sales Strategy)

Apr'17-May'17

Hyderabad

## CERTIFICATIONS & SKILLS

**Certifications:** Anaplan (L1&L2) . Python (Data Analysis and Visualization) . SQL . Tableau . Power BI . Excel VBA**Skills:** Agile, PRDs, User Journeys, UI/UX, Cross-Functional stakeholder management, Automation, Process Design, AI, ML, NLP, Gen AI, LLMs