Somasekhar Reddy

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SUMMARY
- Seasoned technical product manager with expertise in integration, interoperability, and data analytics.
- Proven track record of establishing, restructuring, and re-architecting systems and procedures, contributing to enhanced growth and profitability.
- Expertise in Healthcare, specializing in Population Health Management, Value-based Care, and adept in Senior Living and Retail domains, leveraging analytics to improve outcomes.

AREAS OF EXPERTISE
- Product Ideation, Product Strategy, Product Roadmap, Innovation, Customer Research, Competitive Analysis
- SaaS/Cloud solutions, Enterprise platforms, Digital Health, Customer Data Platform (CDP), Vendor Management, API Management, Interoperability, Big Data, Data Management, Data as a Product
- Agile Development – Scrum/Kanban, Cross-functional/Distributed teams, Product KPIs, Process Improvement

TECHNICAL SKILLS
- **Data Platforms:** ADLS Gen2 (Data Lake), Azure Databricks, Snowflake, Oracle, SQL Server, SQLite
- **Version Control & Collaboration Tools:** GitHub, Azure DevOps, Jira, Trello, Confluence, Figma, MS office
- **Cloud Platforms & Services:** Microsoft Azure, Azure Health Data Services, Azure Logic Apps, Azure Container Instances, Azure Kubernetes Service, Google Cloud Storage
- **Scripting Languages:** VB scripting & Python
- **Applications/Tools:** Power BI, dbt (data build tool), Airbyte OSS, Postman, JMeter, LoadRunner

WORK EXPERIENCE
WellStack AI Pvt Ltd., Hyderabad
Senior Product Manager, October 2023-Present
- Led the development and launch of the WellStack 2.0 Analytics platform, integrating diverse data sources for health data analytics. Delivered standard reports and dashboards, enabling users to create custom reports through self-service business intelligence (SSBI), resulting in real-time insights and improved decision-making.
- Designed a unified data model and data marts for Clinical, Revenue Cycle Management (RCM), and Claims Analytics, standardizing data sources and enhancing insights through defined cohorts and metrics (eCQM, HEDIS, and STAR). This initiative resulted in a 25% increase in analytical efficiency, inspired by HL7 FHIR, USCDI, EDI, DEQM, and QI Core.
- Led development of WellStack connectors for proprietary data formats, integrating Mirth Connect for seamless data conversion – HL7 v2, FHIR, EDI, and CCDA to CSV, while implementing Referential and Master Data Management practices to ensure data integrity and accuracy. This initiative reduced data acquisition time by 50% and enabled seamless loading into a unified data model for reporting and analytics.
- Established and led a product management team, including Product Owners, UI/UX designers, and technical writers, while implementing Agile methodologies (Scrum and Kanban) to deliver high-quality analytics features on time and enhance team productivity.
- Collaborated with implementation, sales, and marketing teams to maintain a dynamic product roadmap, drive POCs, and deliver innovative solutions aligned with customer and prospect needs.

SkyPoint Cloud Pvt Ltd., Bengaluru
Data Product Manager, March 2022-October 2023
- Led ETL to ELT transition using dbt Core, reducing processing time by 30%. Increased data import capabilities by 40% through Airbyte OSS. Implemented Databricks Unity Catalog, cutting data discovery time by 50% and accelerating decision-making.

- Led the development and launch of Tabor AI, a ChatGPT-powered market intelligence solution for Senior Living, and built an AI-driven healthcare ecosystem that automated workflows and improved patient engagement and operational efficiency.

ZeOmega Infotech Pvt Ltd., Bengaluru
Product Manager, August 2019-February 2022
- Managed the lifecycle of the Data Integration/Interoperability suite for Jiva™, ensuring seamless connectivity across diverse healthcare data formats (CSV, TXT, XML, EDI X12, HL7, FHIR APIs) and enhancing interoperability within the Population Healthcare Management platform.
- Led Digital Consumer Engagement Solutions, including a Responsive Member Portal, SMART on FHIR Web Portal, and Native Mobile Apps (iOS and Android), along with a healthcare services communications hub (Live Chat, Video Calling, SMS, Push Notifications), while providing pre-sales support through presentations and custom demos to showcase the suite's value proposition.

Associate Product Manager, September 2016-July 2019
- Spearheaded Jiva Open API platform, growing it from 0 to 70 APIs in 5 years. Facilitated partnerships with Clinical Decision Support Systems and third-party mobile apps, enhancing product capabilities.
- Collaborated cross-functionally to address RFPs, design iOS and Android care management apps, and create product solutions for Medicaid-LTSS and state data exchanges using EDI X12 transactions (278, 834, 835, 837I & 837P). Instrumental in developing Jiva Open API Certification track for clients, partners, and consultants.

Senior Product Analyst, July 2015-September 2016
- Performed dual roles as Agile/Scrum Product Owner and Scrum Master, optimizing development processes and overseeing the API product lifecycle, while establishing a Product Sandbox Environment and providing training and support for sales demos and client implementations.

Product Analyst, August 2014-July 2015
- Collaborated with product manager and implementation teams to prioritize product backlog, contributing to the development of an enterprise data integration platform by enforcing technical specifications and design principles for batch and real-time APIs, while preparing key artifacts (User Stories, Wireframes, API Documents) and participating in User Acceptance Testing.

Lead QA, July 2013-July 2014
- Developed comprehensive test plans with stakeholders, ensuring clear testing scope and quality metrics, while testing and validating Web Services and APIs through functional, automation, and performance testing (SOAP UI, JMeter) in a dynamic Agile environment.

QA Engineer, June 2011-July 2013
- Conducted manual, automation, and performance testing, including ETL testing of batch imports/exports (CSV, TXT, XML), and developed Python-based frameworks for process validation, ensuring high-quality deliverables.

EDUCATION
- B.Tech in Electronics and Communication Engineering - JNTU, Hyderabad, 2004-2008

AWARDS & CERTIFICATIONS
- Microsoft Certified: Azure Data Fundamentals, June 2023
- Microsoft Certified: Azure Fundamentals, October 2022
- Databricks Certified Data Analyst Associate, October 2022
- Certificate of Completion – IIM Lucknow - Executive Program in Data Driven Product Management, August 2021
- Certified Tester Foundation Level (CFTL), ISTQB, July 2019
- Certified Scrum Product Owner, Scrum Alliance, June 2019
- Certificate of Completion – HL7® FHIR® FUNDAMENTALS