
SUBRATA DUTTA

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EXECUTIVE PROFILE

I am an accomplished technology professional with problem solving attitude with over 25 years of experience leading product strategy and innovation, driving growth and market success, expert in agile & customer-centric developments. I have extensive experience of driving startup journeys towards successful market leading corporates, delivering products and solutions with limited resources and aggressive timelines. During my career, I successfully turned-around multiple struggling products to winning products and multiple unhappy customers to reference customers. I have strong experience in successfully increasing the operational efficiencies and reducing time to market by implementing effective processes, operational tools, automation strategy and stakeholder collaboration metrics.

Core Competence

Leadership, Problem Solving, Team Management, Product Management, Product Strategy, Product Roadmap, Pricing, Go-To-Market Strategy, Solution Architecture, Software Development, Agile Methodology, Start-up Culture, Cloud Technology, Mobile Roaming VAS, Cybersecurity, IOT, Connected Vehicle, eSIM, Artificial Intelligence, Observability, Automation, APIs, Python, TensorFlow, NLP, Gen AI.

Leadership Skills:

- **Leadership Style:** Focus on Problem Solving, Quick Decision Making, Flexibility, Collaboration and Empowerment
- **Team Management:** Building and leading distributed cross-functional teams.
- **Business Strategy:** Own Business and Technology Strategy, Annual Operating Plan for applicable departments
- **Process Implementation:** Implementing effective tools and processes for proactive and predictable management

Product Management

- **Product Lifecycle Management:** End-to-end Product Life Cycle Management from ideation to End-of-Life
- **Product Strategy:** Own Market Analysis, Product Strategy Product pricing and Go-to-market Strategy.
- **Product Roadmap:** Own short-term and long-term Product Roadmaps
- **Stakeholder Management:** Effective collaboration with internal and external stakeholder
- **Product Presentation:** Product presentations to key internal and external decision makers
- **Customer Relationship Management:** Managing relationship with key customers and technology partners.

Solution Architecture and Software Development

- **Product Design:** Own High-level and low-level designs for overall solutions and individual solution components
- **Software Development:** Software development in C, JAVA, Python, Embedded tools like SIM Toolkit
- **Artificial Intelligence Development:** AI development environments like TensorFlow and Keras.
- **Cloud Technology:** Public Cloud (Azure, AWS) and Cloud Native Technologies (Kubernetes).
- **Agile Methodology:** Agile based development process and tools like JIRA, and Confluence,

IOT and Connected Vehicle Applications

- **IOT Platforms:** Connectivity, Service and Device Management, Application Enablement
- **IOT Use Cases:** Connected Vehicles, Industrial IOT, Micro-electronics devices.
- **IOT Security:** Cybersecurity solutions for protecting IOT devices including Connected Vehicle
- **IOT Analytics:** AI model for predictive analytics for IOT services e.g., best time window to run a SOTA campaign.
- **eSIM:** IOT and Consumer eSIM and iSIM, SM-DP, SM-DP+, SM-SR, eSIM Orchestration.

Mobile Technologies

- **Mobile Network:** Telecom Core, OSS-BSS platforms, Network capability exposure functions through APIs
- **Applications:** Roaming VAS e.g., Steering of Roaming, Welcome SMS, Roaming Hub, Virtual Network Environments

Cybersecurity Solutions

- **Cyber Security Applications:** Signaling, Voice and SMS Firewall to protect Telco networks from cyber threats
- **URL Scanner:** Deep inspection tools for detecting embedded malicious URLs in messaging
- **Artificial Intelligence Models:** NLP and Gen AI based discovery of new cyber threats for SMS and Voice

Artificial Intelligence

- **AI Applications:** NLP and Gen AI models for cybersecurity applications, AI models for IOT applications.
- **AI Technology:** Understanding of Neural networks, Gen AI Transformer Architecture, NLP, AI development tools.

Full Stack IT Application Platforms

- **API Stores:** API stores with full orchestration capabilities for northbound and southbound interfaces.
- **Automation:** Low-code rule-based workflow-automation engines to create new services quickly and efficiently.
- **Observability:** Full stack observability platforms like AppDynamics.
- **Cloud Hosting:** Hosted platform in private or public cloud (AWS/ Azure).

PROFESSIONAL HIGHLIGHTS

Independent Consultant

Mar' 2024 – Till Date

Providing guidance to start-up companies in Telecom, IOT, eSIM and AI domains on Product strategy, GTM and successful launching of products globally.

Mobileum India Pvt. Ltd., Bengaluru

Oct' 2022 – Mar'2024

Vice President and Head of Product Management for Network Security business unit

- I led a team of product managers to manage the products like signaling, voice, messaging firewalls, fraudulent URL detection, Threat Hunting and Threat Intelligence,
- I worked closely with regulatory bodies in multiple countries and successfully created a new market segment for implementing network security solutions through local regulators in various geographies.
- I played lead role in rolling out NLP and Generative AI models for predicting new voice and messaging based frauds in Mobile networks for consumers and IOT devices.

TATA Communications Ltd, Bengaluru

Mar' 2020 – Sept' 2022

Head of Solution Architecture for MOVE IOT product lines

- I led a team of solution architects for high-level and low-level designs for MOVE IOT platform components including Mobile Core, OSS-BSS, CMP, AEP, API stores, eSIM orchestration, Cloud and Edge analytics.
- I did setup a brand-new team of solution architects in India within 3 months and transformed the same to a high-performance team.
- I played lead role in launching AI based Connected Vehicle Analytics platform to improve over the air software update campaigns for connected vehicles which generated booking of multi-million dollars from leading automotive OEMs in short time.
- I played lead role in rolling out solutions for launching IOT services in highly regulated markets e.g., China, India, Middle East, Russia, Brazil to gain critical competitive advantages.
- I introduced high level of service automation to multiple platform modules using low code workflow engines to reduce development cycle and hence time-to-market of new features significantly.

Airlinq, Bangalore

May' 2014 – Feb' 2020

Senior Director – Product and Solutions for IOT and Connected Vehicle product lines

- I led a team of product managers to manage the products under Connected Vehicle product line including CMP, AEP, API stores, eSIM orchestration, Cloud and Edge analytics.
- I played lead role in onboarding first two automotive customers (GM and Mercedes Benz) for the company.
- I played lead role in consolidation of platform components acquired from multiple merger and acquisitions to roll out a single pane of glass view for end-to-end service management, leading to increased operational efficiency and customer satisfaction.

Giesecke & Devrient, New Delhi

April' 2011 – May' 2014

Senior Technical Account Manager for Mobile Security product lines

- I led the technical sales and helped company to capture 100% market share in India for SIM-OTA and Device Management business.
- I played lead role in turning around multiple unhappy customers to reference customers and generated multi-million dollars from upgrade revenue from existing customer base.

Mobileum, New Delhi

Jan' 2006 – April' 2011

Senior Product Manager for Roaming and Interconnect product lines

- I played lead role in launching sponsored roaming products as fully managed services from pure license-based model and successfully onboarded more than 20 new MNOs within a year leading to significant revenue generation and competitive advantages.
- I worked in multiple GSMA working groups and contributed to standardizations for Open Connectivity, Steering of Roaming etc.

Previous Experiences

- **I'M Technologies, New Delhi** as **Customer Project Manager (March' 2004 to December' 2005)**
- **Syscom Corporation (Part of Idemia Group), Noida** as **Asst. Manager - R&D (Oct' 1998 to March' 2004)**
- **Ashok Leyland, Jaipur** as **Software Engineer (Jan' 1998 to Oct' 1998)**

EDUCATION & TRAINING

- **Post Graduate Diploma in Business Management** from **IMT, Ghaziabad, India**
- **Post Graduate Diploma in Computer Applications** from **Regional Computer Centre, Jadavpur University, Kolkata, India**
- **Bachelor's degree in science** from **University of Kolkata, Kolkata, India**
- **Certification** in **Agile methodologies, AI-ML and 5G Network Technologies**