

BIPUL KUMAR

Product Manager

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PROFILE SUMMARY

Product Manager specializing in **IoT, EV, and AI-ML**, with **11 years** of experience leading engineering teams, driving product innovation, and launching successful ventures. My expertise spans the entire **Software Development Life Cycle (SDLC)**, from **ideation to deployment**, ensuring scalable IoT solutions, **AI-ML integration**, and **strategic roadmap execution** that align emerging technologies with market demands.

Currently, I lead a product innovation team that has **generated \$10M in revenue**, managing medium to large-scale teams of **20+ members** across onshore and offshore delivery. As the single point of contact for driving innovation practices, I oversee the end-to-end journey from ideation to successful implementation, ensuring impactful business outcomes.

SKILLS

Product Management | Product Vision and Strategy | Product Roadmap Planning | Backlog Management and Prioritization | User Story Writing | Feature Definition | Metrics and KPIs Management | Go-To-Market Strategy | Business Analysis and Value Proposition | Market Research and Competitor Analysis | Risk Management and Mitigation | Stakeholder Communication and Management | Cross-Functional Team Leadership | Vendor and Partner Collaboration | Strategic Communication | Incident Management & Monitoring | PLM tools | Documentation (RFQ | RFP | PRD | SOR) | project Management Tool -- JIRA | Project Management Philosophy -- Waterfall & Agile | PLM (Product Lifecycle Managements) tool -- AHA

Embedded Systems & IoT | Embedded Systems Design (8051, AVR, ARM, Cortex, PSoC, RISC-V, Multicore SoC like SG2002, ITE) | IoT Technologies (BLE, Wi-Fi, MQTT, HTTP(S), LwM2M, GSM, GNSS) | Firmware Development (Bare Metal, Embedded C, C++) | Protocols (UART, SPI, I2C, CAN, etc.) | System Architecture Design | Hardware-Software Integration | Verilog | algorithms development & Porting | State Machine Implementation |

AI/ML and Data Science | Exploratory Data Analysis (EDA) | Data Analysis (Python, SQL) | Time Series Forecasting | NLP | Image Processing | Data Visualization (Tableau) | ML | Deep Learning | GAN

Programming Languages | C | C++ | Python | R | SQL | RUST

System Design and Modelling | UML | MATLAB | User-Centric Design

Operational Excellence | Cost Optimisation | Resource Optimization | Customer Discovery |

WORK EXPERIENCE

March'23 – Present: Jio Platforms Limited, Bangalore as Product Engineer/Product Manager (Automotive, Embedded & IoT, AI)

- Enhanced product functionality and boosted market competitiveness by leading the development of advanced automotive product architectures, utilizing Embedded Systems, IoT, and ML expertise, and launching a **2-Wheeler EV cluster (Android, Linux and RTOS Based)** and **Jio Modules (Android and Linux Modules)**.

- **Expanded product portfolio and accelerated time-to-market, directing the design and development of TPMS, Dashcam with DMS (Driver Monitoring System) and Dual Camera Solution (DMS with Front Recording)** as an accessory for an existing product, and coordinating cross-functional teams to ensure seamless integration and enhanced delivery, increasing revenue potential through the added feature.
- Optimized resource utilization and improved product performance, spearheading architecture modifications to repurpose existing inventory, and applying Embedded Systems and IoT expertise to optimize **BLE gateway architectures**.
- **Reduced costs by 40%** without sacrificing quality, initiating product analysis and revamp strategies, and boosting profitability while maintaining high product standards.
- Increased efficiency and product quality, implementing structured practices to streamline the product development lifecycle and cutting development cycles.
- Strengthened product portfolio and drove increased OEM engagement, managing stakeholder and OEM relationships, ensuring clear communication, and aligning with their needs.
- Improved product quality and streamlined project timelines, building strong vendor relationships, negotiating favourable terms to ensure timely delivery of quality components.

Aug'22 – March'23: Quest Global, Bangalore as Lead Engineer (Automotive, Embedded & IoT)

Drove increased customer adoption, **boosted** sales, and **grew** market share by **engineering and integrating** BLE & Wi-Fi connectivity for an existing **vehicle tracking device**, **enhancing product functionality**, and **expanding** market appeal.

May'21 - Aug'22: Arrow Electronics, Bangalore as Senior Field Application Engineer (Automotive, Embedded & IoT)

Increased revenue with quarterly purchase orders **averaging \$3-3.5M** by **driving** D-Ins and D-Wins. **Led** customer engagement during the design phase, **facilitated troubleshooting sessions**, and **organized workshops** for new product launches by the silicon supplier, **fostering** new customer engagement and **aligning** solutions with market needs to **fuel** business growth.

Aug'17 – Mar'21: Edom Technology, Bangalore as Technical assistant (Embedded & IoT)

Increased D-Ins and D-Wins by **spearheading** strategic initiatives, including comprehensive POCs with cutting-edge SoCs for products such as **Door Sensors, Smart Plugs, Touch Speed Regulators, Touch Switches, Smart Switches, Smart Regulators and BLE Gateway**. **Optimized inventory management, supported sales, forged key partnerships, and implemented advanced forecasting techniques**, boosting market competitiveness, and driving business performance.

Dec'13 – Mar'17: AAISHA Engineering, Patna / Delhi as Founder

Drove the venture for 3 years, **securing** and **closing** multiple high-value deals, **ensuring** sustained business operations and **fuelling** growth. **Led** technical discussions and design initiatives, **driving** the launch of key products, including the **Automatic Starter for Diesel-Set, GPS-RF-based Offline Tracking System, Insulation Box, and Self-Starter Cutoff System for Vehicles**, while **aligning** with customer needs and industry standards.

EDUCATION

- **MS in Data Science, Liverpool John Moores University, 2024**
- **B. Tech in ECE, Punjab Technical University, 2011**

CERTIFICATION

- **Aha! Product Management Professional Certificate** – LinkedIn Learning
- **Customer Development** - Project Management Institute and International Institute of Business Analysis (IIBA®)
- **Building a Product Roadmap** – Project Management Institute
- **Building a Product Strategy** - Project Management Institute
- **Technical Product Management** - Project Management Institute and International Institute of Business Analysis (IIBA®)
- **Executive PG in Data Science** -IIT-Bangalore

PATENT APPLIED

- Performance Optimization of the **FCEV Control unit** using **RNN**.

DATA SCIENCE PROJECTS

- Loan Eligibility Based On Credit Score for Banks
- Telecom Churn Prediction
- Melanoma Detection
- Gesture Control
- Style Transfer Using GAN