

# CHANDNI SHARMA

Strategic Executive | Product Management Leadership | Head of Solutions | GTM Sales Programs People Lead  
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## SUMMARY

VP Strategic Initiatives leader with deep product leadership, executive communications strength, GTM launches, events/program scale, and AI/data fluency. Built and scaled enterprise programs and products delivering **\$3B+ commercial impact**. Expert in **product strategy, GTM planning, stakeholder governance, and executive alignment** across cross-functional orgs. Strengths include **program design (events/communities)**, roadmaps and PRDs, OKRs/KPIs, narrative crafting, and operational excellence. **Built production products optimizing accuracy, latency, adoption, and unit economics.**

## CORE SKILLS

**Product Management & Strategy:** Roadmaps • 0→1 & 1→N execution • PRDs • Prioritization • Discovery • Launch planning  
**Strategic Initiatives & Business Leadership:** Program strategy • Cross-functional operations • OKRs/KPIs • Budgeting • Risk mgmt  
**Marketing & GTM:** Integrated GTM programs • Partner strategy • Enablement • Executive engagement • Events management  
**Executive Communications:** Leadership storytelling • Presentations & briefings • Stakeholder alignment • Executive writing  
**AI, Data & Analytics:** Agentic AI & RAG • Observability & evals • Cost optimization & Unit economics • Security/compliance  
**People Leadership:** Org leadership • Change management • Coaching • Talent development • Cross-functional collaboration

## LEADERSHIP EXPERIENCE

**Stealth (WorkflowsTech) — VP, Product Management** 2025-Present

- Leading end-to-end product development for a workflow orchestration platform focused on enterprise automation and measurable productivity gains.
- Defined product vision, roadmap, and MVP scope; partnering with engineering and design on execution, usability, and adoption loops.
- Driving launch positioning and success metrics across activation, retention, and efficiency outcomes.

**Maven (EduTech) — Agentic Leader and People Coach, Product Management** 2025-Present

- Coach product leaders on agentic AI product strategy, execution, and career growth through cohort-based learning and 1:1 mentorship.
- Designed and delivered workshops on agentic PM, storytelling, executive communication, and decision frameworks.
- Developed repeatable program content (templates, playbooks, slide decks), improving learner outcomes and engagement.
- Provided PM interview coaching (impact framing, narrative clarity, structured execution thinking) using measurable feedback loops.

**Google (Tech) — Head of North America, Solutions and Products** 2018-2025

- Led enterprise AI/ML and cloud product initiatives driving **\$3B+ commercial impact** through GTM programs, platform adoption, and strategic execution.
- Delivered **\$1B+ net revenue impact** through product releases, GTM planning, executive alignment, and large-scale deployments.
- Led **70+ cross-functional teams** across product, engineering, sales, marketing, and partners to deliver launches and strategic programs.
- Owned executive communications: built strategy narratives, launch messaging, QBR materials, and enablement artifacts (plays, decks, battlecards).
- Established operating cadence and governance: OKRs/KPIs, reporting, risk tracking, and stakeholder alignment across executive orgs.

## STRATEGIC INITIATIVES & PRODUCT PORTFOLIO

- **Google Vertex AI, BigQuery ML:** Platform leadership and enterprise adoption programs.
- **Open Source — Enterprise Multi-Agent RAG System:** Defined product vision and MVP; created evaluation framework, observability, and cost targets. Targeting **10K+ queries/day, 92% accuracy, <3s latency**.
- **Open Source — Agentic Workflow Automation Builder:** Delivered multi-agent workflow builder enabling **15 enterprise automations and 200+ hours/week savings**.

## EDUCATION

MBA - Kelley School of Business, Indiana University  
Master of Science - Northeastern University