

Shweta Datha

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TECHNICAL PRODUCT MANAGEMENT

Experienced professional with an 8-year background in **Technical Product Management and Marketing**. Proficient in product documentation, **competitive analysis**, and hands-on testing of emerging technologies. Equipped with a holistic perspective on the **product lifecycle**, adept at **delivering solutions aligned with dynamic market trends and customer demands**. Demonstrates a strategic approach in organizing training, curating **impactful webinars**, and orchestrating **large-scale tech implementations** for significant cost savings. Possesses a strong foundation in **Python, Data Analysis, Algorithms, and Data Visualization**. Enthusiastic about **Cybersecurity**, with a focus on **Data Industry and Sustainability**.

Cyber Security || Data Industry || Sustainability || Product Marketing || Quality Analysis || Automation Testing
Technical Marketing || Data Centre || Cloud Computing || SAN Technology || Troubleshooting
Operating System || Python || Data Analysis || Algorithms || Data Visualization
Customer Engagement || People Collaboration || Market Research || Executive Communication

WORK EXPERIENCE

Technical Marketing Engineer | Cisco

Aug 2021 - Present

Collaborating cross-functionally to drive successful product roadmaps, elevating customer satisfaction. Advised sales and services teams for optimal solutions. Ensured precise documentation, facilitated competitive analysis, and orchestrated POC and training for global customer satisfaction.

- ✓ Attained a 40% event interest boost through impactful technical demos, elevating leads, and brand visibility.
- ✓ Delivered a 15% deal closure improvement via refined value proposition and competitive analysis.
- ✓ Informed strategic decisions for 15% market share growth by conducting insightful trend analysis and sharing findings with internal teams.
- ✓ Propelled a 20% sales revenue surge by designing and delivering technical training for Cisco stakeholders.
- ✓ Elevated 25% employee knowledge retention and customer satisfaction through Data Centre technology training.
- ✓ Orchestrated impactful webinars, generating a 15% increase in leads. Led large-scale Tech Refreshment implementation, securing \$120K/client savings.
- ✓ Achieved a 30% increase in customer satisfaction and insights for product enhancement.
 - Pioneered tailored outreach, and organized nationwide in-person training.
 - A global MDS management system training on Cisco's dCloud platform.

Hewlett Packard Enterprises

Feb 2015 - Aug 2021

Software Engineer (Feb 2016 - Aug 2021) → Associate Engineer (Feb 2015 - Feb 2016)

Software Engineer: *Proficiently utilized a diverse tech toolkit encompassing Python, Docker, VMware, and Linux for seamless setup and management of on-premises and remote infrastructures, optimizing testing environments.*

- ✓ Cut 60% regression testing time through Python-based automation, boosting product quality and release speed.
- ✓ Slashed defect occurrences by 30% via rigorous root cause analysis and collaborative fixes, enhancing software stability.
- ✓ Accelerated testing with a 50% environment setup time reduction, optimizing team efficiency.
- ✓ Minimized integration errors by 40% by seamlessly integrating automated testing suites into Jenkins pipelines.
- ✓ Cut 60% regression testing time through Python-based automation, boosting product quality and release speed.

Associate Engineer: *Diligently identified defects and actively engaged in software code evaluation for HPE Servers, driving continuous improvement and elevated product quality.*

- ✓ Achieved 50%-time savings in environment setup, elevating test consistency and server use efficiency. Led cross-team standardization of test environments, optimizing hardware and server stack configuration.

ACADEMIC & CERTIFICATION

Great Lakes Executive Learning, **Post Graduate Program of Data Science and Business Analytics** from Bangalore

Vijaya College, Bangalore University **Bachelor of Computer Application**

Pursuing **Certification in Cyber Security [CC]** from ISC2

Microsoft Azure Fundamental || Data Storytelling for Business || AWS Cloud Practitioner Classroom Training