

KARTHIK MOHAN

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PROFESSIONAL SUMMARY

Results-driven Assistant Vice President and IBM-certified Product Management Professional with 10+ years of progressive experience spanning blockchain technology, AI integration, and enterprise software development. Demonstrated success in evolving from hands-on technical roles to strategic product leadership positions. Excel at translating complex customer needs into innovative product solutions that drive business value and revenue growth. Skilled in managing the complete product lifecycle from ideation to market launch while leading cross-functional teams in agile environments. Currently orchestrating product strategy and roadmap development at KrypC, leveraging expertise in blockchain, AI/ML, and cloud technologies to create market-leading solutions. Adept at applying structured product management frameworks including MoSCoW prioritization, Porter's Five Forces, and RICE scoring to guide strategic decision-making. Committed to delivering exceptional customer experiences through data-driven decision making and a deep understanding of emerging technologies including generative AI and distributed systems. Seeking to leverage my technical expertise and leadership experience to drive digital transformation initiatives and product innovation at scale.

PROFESSIONAL EXPERIENCE

Assistant Vice President of Products

KrypC • Bangalore, India • *March 2024 - Present*

Leadership & Strategic Direction:

- Lead cross-functional product team comprising scrum masters, business analysts, UX designers, and technical specialists with a focus on blockchain and AI solutions
- Develop and execute comprehensive product strategies aligned with the company's 5-year growth plan, resulting in \$800k increase in new client revenue over a 12 months period.
- Establish product vision, goals, and KPIs to track product performance across multiple dimensions including user adoption, revenue growth, and customer satisfaction
- Present quarterly product roadmaps to C-suite executives and key stakeholders, securing buy-in for strategic initiatives and resource allocation
- Apply Porter's Five Forces and PESTEL analysis to assess market opportunities and competitive positioning for new product offerings

- Supported pre-sales activities through technical consultation and solution design.
- Managed the creation of Statements of Work (SOWs) and technical proposals.
- Contributed to the development and implementation of Go-to-Market (GTM) strategies.

Product Management & Methodology:

- Implement MoSCoW prioritization framework (Must-have, Should-have, Could-have, Won't-have) to guide feature development and resource allocation across product portfolio
- Utilize RICE scoring (Reach, Impact, Confidence, Effort) to objectively evaluate and prioritize product initiatives, resulting in 35% higher delivery of high-impact features
- Create product requirement documents (PRDs) and user stories following INVEST criteria (Independent, Negotiable, Valuable, Estimable, Small, Testable)
- Develop and maintain product roadmaps using theme-based approaches, balancing strategic initiatives with tactical improvements
- Conduct Jobs-to-be-Done (JTBD) interviews with customers to identify unmet needs and opportunity areas
- Implement OKR (Objectives and Key Results) framework to align product teams with organizational goals and track progress

Day-to-Day Responsibilities:

- Oversee complete product lifecycle management for KrypC's enterprise blockchain platform with integrated AI capabilities, serving finance, supply chain, and healthcare sectors
- Conduct bi-weekly prioritization and planning sessions with product and engineering teams to ensure on-time delivery of product releases
- Lead customer discovery sessions and user research initiatives to identify pain points and translate them into marketable product features
- Analyze competitive landscape, market trends, and user analytics to identify product opportunities and make data-driven decisions
- Design and implement A/B testing frameworks to optimize product features and user experience
- Manage product pricing strategy and go-to-market plans in collaboration with marketing and sales teams
- Create value proposition canvases and conduct business model canvas workshops for new product initiatives

Tools & Technologies:

- Product Management: Aha!, Jira, Confluence, Miro, Figma, Microsoft Power BI, ProductPlan
- Analytics: Google Analytics, Segment
- Technical: Hyperledger Fabric, Ethereum, Solidity, TensorFlow, AWS services suite, Azure services suite
- Collaboration: Slack, Microsoft Teams, Zoom, Notion

Key Achievements:

- Spearheaded development of KrypC's first AI-powered invoice settlement system, reducing costs by 60% for a telecom giant.
- Orchestrated successful launch of enterprise blockchain solution for taxation visibility that decreased double payment issues by 87% for users
- Implemented agile transformation across product division, improving deployment frequency by 3x and reducing time-to-market by 40%
- Created a product innovation framework that created avenues for using our patented technologies in fresh market segments and industry domains.

Technical Lead & Product Strategist

KrypC • Bengaluru, India • *April 2022 - January 2024*

Leadership & Team Management:

- Led a team of 8 engineers focused on blockchain solution development, providing technical guidance and mentorship
- Established coding standards, review processes, and quality assurance practices across engineering team
- Coordinated sprint planning, backlog refinement, and retrospectives following Agile/Scrum methodologies
- Facilitated knowledge sharing sessions and continuous learning programs for team members
- Implemented 360-degree feedback mechanism to foster team growth and continuous improvement
- Introduced peer-programming to increase speed of learning and code quality

Technical & Product Responsibilities:

- Architected high-performance, secure blockchain solutions using Hyperledger Fabric, Hedera Hashgraph and Ethereum for enterprise clients
- Designed and implemented smart contracts, consensus mechanisms, and distributed ledger systems
- Translated business requirements into technical specifications and developed system architecture diagrams
- Played key role in product vision development, market positioning, and technical strategy for blockchain projects
- Collaborated with UX/UI designers to create intuitive interfaces for complex blockchain applications
- Conducted competitive analysis using SWOT framework and feature comparison matrices to identify product differentiators

Product Management & Methodology:

- Introduced MoSCoW prioritization method to engineering teams, improving sprint planning efficiency by 25%
- Created value stream maps to identify and eliminate bottlenecks in the development process

- Implemented impact mapping to connect business goals with user needs and deliverables
- Developed user story mapping workshops to improve feature planning and release management
- Used Kano model for feature classification and prioritization based on customer satisfaction potential

Tools & Technologies:

- Blockchain: Hyperledger Fabric, Ethereum, Hedera Hashgraph, Solidity, Web3.js
- Programming: Go (advanced), Java , JavaScript (advanced), C++ (intermediate), Node.js
- Databases: MongoDB, PostgreSQL, DynamoDB, SQL, Redis
- Web Development: HTML5, CSS3, Bootstrap, AJAX, JQuery
- Cloud & DevOps: AWS, Azure Cloud, Google Cloud Platform, Docker, Kubernetes, Jenkins, GitLab CI/CD
- Collaboration: Jira, Confluence, Git, Slack, Microsoft Teams

Key Achievements:

- Developed patented consensus algorithm that increased leader selection speeds by 200% while maintaining security standards
- Led technical discovery and solution design for KrypC's flagship supply chain transparency platform
- Reduced development cycle time by 35% through implementation of automated testing and CI/CD pipelines
- Recognized as "Technical Innovator of the Year/Growth Booster Award" within the organization for contribution to blockchain interoperability solution
- Designed microservices architecture that improved system scalability

Senior Software Engineer

KrypC • Bengaluru, India • *April 2020 - March 2022*

- Developed core components and APIs for enterprise blockchain solutions using Hyperledger Fabric and Go programming language
- Designed and implemented smart contracts for supply chain tracking, digital identity, and asset tokenization
- Created secure and scalable backend services for blockchain applications using Java and Spring Boot
- Led the development of a P2P video conferencing solution for bank KYC verification, encompassing front-end application logic and back-end media server functionalities.
- Engineered video processing capabilities using OpenCV to enhance the user experience during video calls.
- Deployed and managed a secure media server environment within the bank's infrastructure, implementing video recording features and ensuring data integrity.
- Integrated and troubleshooted network components (TURN/STUN) to guarantee stable and efficient P2P video connections.

- Optimized database design and query performance for blockchain-related data storage across SQL and NoSQL databases
- Implemented security best practices including encryption, access control, and secure API design
- Collaborated with DevOps team to establish deployment pipelines and monitoring solutions
- Participated in client meetings to gather requirements and present technical solutions
- Conducted code reviews to ensure quality and adherence to best practices
- Contributed to technical documentation and system architecture diagrams

Tools & Technologies:

- Languages & Frameworks: Go, Java, JavaScript, React, Spring Boot
- Blockchain: Hyperledger Fabric, Ethereum, Solidity, Truffle
- Databases: MongoDB, PostgreSQL, DynamoDB, Redis, SQL
- Web Development: HTML5, CSS3, Bootstrap, AJAX
- Cloud & Infrastructure: AWS EC2, S3, Lambda, Azure Cloud, Google Cloud Platform, Docker, Kubernetes

Key Achievements:

- Developed reusable smart contract templates that accelerated new project development by 40%
- Mentored 3 junior developers who subsequently became core team members

Blockchain Developer

KrypC • Bengaluru, India • *June 2018 - December 2020*

- Conducted research on emerging blockchain technologies, consensus mechanisms, and interoperability solutions
- Developed proof-of-concept applications to demonstrate blockchain potential for various business use cases
- Implemented distributed ledger solutions using Hyperledger Fabric and Ethereum technologies
- Created secure smart contracts for automating business logic and transactions
- Designed and developed APIs for integration between blockchain networks and existing systems
- Contributed to architectural decisions and technology selection for blockchain projects
- Participated in blockchain community events and open-source projects
- Assisted in client education and onboarding for blockchain adoption
- Developed front-end interfaces using JavaScript, HTML5, CSS3, and Bootstrap

Tools & Technologies:

- Blockchain: Hyperledger Fabric, Ethereum, Bitcoin protocol
- Languages: Go, Java, JavaScript, Solidity, C++
- Web Development: HTML5, CSS3, Bootstrap, React.js, AJAX

- Databases: MongoDB, PostgreSQL, SQL
- Cloud Platforms: AWS, Azure Cloud
- Other: REST APIs, GraphQL, Git, Linux

Key Achievements:

- Featured in Linux Foundation Developer Showcase Series for innovative work in enterprise blockchain applications
- Created technical content and demonstrations that supported marketing efforts and business development
- Designed and implemented blockchain-as-a-service suite that became foundation for company's enterprise offering

Technical Analyst

IBM India Private Limited • India • May 2015 - June 2018

- Provided technical analysis and feedback for enterprise Windows and Ubuntu server environments
- Assisted in the integration of various enterprise systems and cloud migration projects
- Developed technical documentation, user guides, and standard operating procedures
- Conducted training sessions for internal teams on new technologies and processes
- Implemented monitoring solutions to ensure system performance and reliability
- Collaborated with global teams to resolve complex technical issues
- Participated in process improvement initiatives and automation projects
- Supported cloud infrastructure on IBM Cloud platform
- Developed scripts and automation tools using PowerShell, Bash, and Python
- Engaged in a 6-month mentorship under the guidance of IBM Blockchain Experts, receiving personalized guidance and knowledge transfer on cutting-edge blockchain technologies and their practical implementation.

Tools & Technologies:

- Operating Systems: Windows Server, Ubuntu, Red Hat Enterprise Linux
- Cloud Platforms: IBM Cloud, Azure, VMware
- Programming: PowerShell, Bash, Python, Java
- Databases: SQL, PostgreSQL
- Monitoring: IBM Tivoli
- Other: Active Directory, LDAP, VPN, Firewall configurations, Lotus Notes

Key Achievements:

- Reduced incident resolution time by 35% through implementation of automated troubleshooting scripts
- Developed knowledge base that became standard reference for technical support team
- Received "Excellence in Service Delivery" award for consistently exceeding SLA targets

EDUCATION

MBA in AI for Business (In Progress)

BITS Pilani • Work Integrated Learning Programme • *April 2025 - Expected April 2027*

- Comprehensive curriculum integrating business management fundamentals with cutting-edge AI applications
- Core courses include: AI Applications Ecosystem, Applied Data Science, Applied Machine Learning and Deep Learning
- Specialized electives in AI for Finance, Marketing, Operations and Supply Chain, and Human Resource Management
- Focus on strategic implementation of AI technologies in business contexts and ethical considerations
- Project-based learning approach with real-world business applications
- Developing expertise in AI strategy, governance, and transformational business models
- Final project focused on AI-driven decision systems for enterprise blockchain networks

B.E. in Information Science and Engineering

St. Joseph Engineering College, Mangaluru • *2010 - 2014*

- Graduated with First Class
- Core coursework: Database Management Systems, Computer Networks, Distributed Computing, Data Structures & Algorithms
- Final year project: "Search Engine Aggregator for Meta Search" - Implemented local storage for data security
- Active participant in technical symposiums and coding competitions
- Member of college Computer Science Association, organizing technical workshops and events
- Participated in a cyber security programming lecture by Welgate and IIT Bombay.

TECHNICAL PRODUCT MANAGEMENT METHODOLOGIES

Product Strategy Frameworks

- **Porter's Five Forces:** Apply competitive analysis framework to assess industry dynamics and competitive positioning for new product opportunities
- **PESTEL Analysis:** Evaluate macro-environmental factors (Political, Economic, Social, Technological, Environmental, Legal) affecting product strategy
- **Ansoff Matrix:** Develop growth strategies through market penetration, market development, product development, and diversification

- **Value Proposition Canvas:** Map customer jobs, pains, and gains to product features and benefits
- **Business Model Canvas:** Structure product business models across key partners, activities, resources, value propositions, customer relationships, channels, customer segments, cost structure, and revenue streams

Product Prioritization Methods

- **MoSCoW Prioritization:** Categorize features as Must-have, Should-have, Could-have, or Won't-have to guide development focus
- **RICE Scoring Model:** Prioritize features based on Reach, Impact, Confidence, and Effort metrics
- **Kano Model:** Classify product features based on customer satisfaction potential (Basic, Performance, Excitement, Indifferent, Reverse)
- **Opportunity Scoring:** Assess feature priorities based on importance versus satisfaction metrics
- **Cost of Delay:** Quantify the economic impact of delaying feature implementation to inform sequencing decisions

Product Development Approaches

- **Jobs-to-be-Done (JTBD):** Focus development on solving customer problems rather than feature requests
- **Dual-Track Agile:** Balance discovery (validating ideas) with delivery (building products) in parallel
- **Lean Product Development:** Minimize waste through MVP testing and iterative development
- **Impact Mapping:** Connect business goals to user needs and deliverable features
- **User Story Mapping:** Visualize the user journey to organize product backlog items
- **Design Thinking:** Apply empathy-driven problem-solving approach to product development

Product Measurement & Analytics

- **HEART Framework:** Measure product success through Happiness, Engagement, Adoption, Retention, and Task success metrics
- **Pirate Metrics (AARRR):** Track Acquisition, Activation, Retention, Referral, and Revenue metrics
- **North Star Metric:** Identify and optimize the single metric that best captures product value
- **OKRs (Objectives and Key Results):** Set ambitious objectives with measurable key results to track progress
- **Customer Journey Analytics:** Map and measure customer interactions across touchpoints

CERTIFICATIONS

Product Management & Agile

- IBM Product Manager Professional Certificate (September 2024)
 - Product Management: An Introduction
 - Product Management: Foundations & Stakeholder Collaboration
 - Product Management: Initial Product Strategy and Plan
 - Product Management: Developing and Delivering a New Product
 - Introduction to Agile Development and Scrum
 - Product Management: Capstone Project
 - Practice Exam for AIPMM Certified Product Manager (CPM)
- Enterprise Design Thinking Practitioner – IBM
- IBM Agile Explorer
- Lean Six Sigma Yellow Belt – International Association for Six Sigma Certification (IASSC)(On Going)

Artificial Intelligence & Cloud Computing

- Introduction to Generative AI – Google Cloud
- Introduction to Generative AI Learning Path Specialization – Google Cloud
- Introduction to Large Language Models – Google Cloud
- Introduction to Responsible AI – Google Cloud
- Responsible AI: Applying AI Principles with Google Cloud – Google Cloud
- Architecting Applications for IBM Z and Cloud – IBM
- IBM Cloud Garage Method Explorer
- Education Industry Foundations – IBM
- Introduction to Enterprise Computing – IBM
- Microsoft Azure Fundamentals (AZ-900)

Blockchain & Distributed Systems

- Certified Cryptocurrency Auditor – Blockchain Council
- Certified Metaverse Expert – Blockchain Council
- IBM Blockchain Essentials
- IBM Blockchain Foundation Developer
- Hyperledger Fabric Developer
- Ethereum Developer – ConsenSys Academy

Data Science & Analytics

- Data Science Foundations - Level 1 – IBM
- Python for Data Science – IBM
- Cognitive Practitioner – IBM
- Big Data Foundations - Level 1 – IBM
- Hadoop Foundations - Level 1 – IBM
- MongoDB University: M001 MongoDB Basics

TECHNICAL SKILLS

Programming & Development

- **Programming Languages:** Go (advanced), Java (advanced), JavaScript (advanced), Python (beginner), C++ (beginner), Solidity
- **Web Development:** HTML5, CSS3, Bootstrap, React.js, Node.js, Spring Boot, AJAX, RESTful APIs, GraphQL
- **Blockchain Technologies:** Hyperledger Fabric, Ethereum, Corda, Smart Contracts, Consensus Algorithms, Distributed Ledger Technology
- **Database Systems:** PostgreSQL, MongoDB, DynamoDB, Redis, CouchDB, SQL, NoSQL concepts, Database optimization

Cloud & DevOps

- **Cloud Platforms:** AWS (EC2, S3, Lambda, CloudFormation), Google Cloud Platform (GCP), Microsoft Azure, IBM Cloud, Alibaba Cloud
- **DevOps & CI/CD:** Docker, Kubernetes, Jenkins, GitLab CI/CD, GitHub Actions, Terraform, Ansible
- **Monitoring & Logging:** ELK Stack, Prometheus, Grafana, New Relic, Datadog, CloudWatch
- **Security:** OAuth, JWT, SSL/TLS, Encryption protocols, Key management, IAM policies

AI & Data Science

- **Machine Learning:** Familiar with TensorFlow and Scikit-learn libraries. Understanding of fundamental algorithms including Regression, Classification, and Clustering.
- **Natural Language Processing (NLP):** Understanding of fundamental NLP concepts. Familiar with libraries such as NLTK. Introductory knowledge of techniques like Sentiment Analysis and Named Entity Recognition.
- **Neural Networks:** Basic understanding of neural network architectures and principles. Familiar with core concepts such as neurons, layers, and activation functions.
- **Generative AI:** Large Language Models, Generative Adversarial Networks, Diffusion Models
- **Computer Vision:** OpenCV, Object detection, Image classification

Product Management

- **Product Strategy:** Market research, Competitive analysis, Product vision, Roadmap development, Go-to-market planning
- **Prioritization Frameworks:** MoSCoW, RICE scoring, Kano model, Cost of Delay, Value vs. Effort analysis
- **Agile Methodologies:** Scrum, Kanban, SAFe, Sprint planning, Retrospectives, Story point estimation

- **Product Tools:** Jira, Confluence, Aha!, Miro, Figma, Asana, Trello, ProductPlan, Roadmunk
- **Analytics & Metrics:** Product KPIs, User analytics, A/B testing, Funnel analysis, Cohort analysis, Conversion optimization

Leadership & Soft Skills

- **Team Leadership:** Cross-functional team management, Performance reviews, Mentoring, Delegation
- **Communication:** Stakeholder management, Technical writing, Presentation skills, Executive communication
- **Project Management:** Resource allocation, Risk management, Timeline planning, Critical path analysis
- **Business Acumen:** Financial forecasting, ROI analysis, Business case development, Market sizing
- **Strategic Thinking:** Scenario planning, Future state mapping, Strategic frameworks (SWOT, Porter's Five Forces, PESTEL)

PROFESSIONAL GROWTH & TRAJECTORY

Career Evolution & Progression

My career journey demonstrates consistent growth from technical roles to product leadership positions:

1. **Technical Foundation (2015-2018):** Built strong technical foundation at IBM India, developing expertise in enterprise systems and cloud infrastructure. Focused on developing robust technical skills across multiple operating systems and cloud platforms.
2. **Specialization in Emerging Technology (2018-2020):** Early adopter of blockchain technology, focusing on distributed systems development and technical innovation. Developed proofs-of-concept that demonstrated blockchain's business value, contributing to KrypC's growth in this space.
3. **Technical Leadership (2020-2022):** Advanced to senior engineering role with increased responsibility for architecture decisions and mentoring. Led development of core platform components and API services, while beginning to influence product direction.
4. **Strategic Product Focus (2022-2024):** Transitioned to technical leadership with product strategy responsibilities, bridging technical expertise with business objectives. Began implementing formal product management methodologies like MoSCoW prioritization and impact mapping, demonstrating ability to balance technical and business considerations.

5. **Executive Product Leadership (2024-Present):** Elevated to Assistant Vice President role, driving product vision and strategy across the organization. Now focused on scaling product development practices, implementing structured frameworks for decision-making, and aligning products with market needs and business objectives.

Current Focus Areas

- Leading digital transformation initiatives through blockchain and AI integration
- Developing product leadership skills through formal education (upcoming MBA) and practical application
- Expanding expertise in generative AI applications for enterprise solutions
- Building strategic business acumen to complement technical knowledge
- Enhancing cross-functional leadership capabilities across engineering, design, and business teams
- Implementing formal product management frameworks and methodologies to scale decision-making processes
- Mentoring junior product managers and creating a product-focused culture

Future Growth Trajectory

- Complete MBA in AI for Business to strengthen business strategy and AI implementation expertise
- Pursue opportunities to lead larger product portfolios with P&L responsibility
- Develop deeper expertise in AI ethics and governance as these become critical business concerns
- Position for VP of Product or Chief Product Officer roles focusing on innovative technology solutions
- Potentially explore entrepreneurial opportunities at the intersection of blockchain, AI, and enterprise solutions
- Establish thought leadership through industry speaking engagements and publications
- Expand global product management experience through cross-regional product initiatives

AWARDS & RECOGNITION

Linux Foundation Developer Showcase (2021)

Featured in the Developer Showcase Series for innovative work in enterprise blockchain applications

- <https://www.lfdecentralizedtrust.org/blog/2021/07/21/developer-showcase-series-kartik-mohan-krypc-technologies>

Technical Innovator of the Year (2023)

Internal KrypC recognition for contributions to blockchain interoperability solutions

Excellence in Service Delivery (2017)

Awarded at IBM India for consistently exceeding service level targets and customer satisfaction metrics

Best Blockchain Implementation Award in Tax Domain(2022)

Team award for supply chain traceability solution at European Tax Summit

LANGUAGES

- English (Bilingual/Proficiency - C2)
- Hindi (Conversational)
- Kannada (Foundational)
- Malayalam (Native)

REFERENCES

Available upon request