

# KASHIF I MOHAMMED

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Senior executive leader who drives technology innovation with an entrepreneur mindset, helping companies stay competitive amidst digital disruptions. Data-Driven, Motivational, and Influential leader with 15+ years of progressive leadership experience in product management and software development with expertise in translating business ideation to product commercialization and enabling organizations with strategic roadmaps and vision to achieve reliable, scalable, high-quality, low-cost SaaS products

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|-------------------------|------------------------------------|---------------------------------|
| • Executive Leadership  | • Corporate Strategy               | • Change Management             |
| • Operations Management | • Process Improvement              | • Talent Management             |
| • Vendor Management     | • Customer Relationship Management | • P&L Oversight                 |
| • Product Management    | • Software Development             | • Program management            |
| • Risk Management       | • Enterprise Architecture          | • Cyber Security and Compliance |
| • Cloud Computing       | • DevOps                           | • IoT & Big Data                |

## ACCOMPLISHMENTS

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- Managed and scaled organizations globally with over 90 Engineers with 8 Development Managers as direct reports.
- Increased organizational efficiency by 35% via implementation of DevOps, Trunk-based development, feature toggles, in-sprint automation, and a shift left testing approach.
- Achieved 70% development efficiency by designing frameworks for Low Code/No Code to maximize operational efficiency and flexibility to meet market demand.
- Improved revenues by \$30M by migrating on premise product delivery to cloud, enabling organizations with multi-tenant SaaS platform.
- Developed and released over 27 unique products.

## EXPERIENCE

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### ABS GROUP, Houston, TX

2019 – Present

#### Software Development Manager/Head of Technology for Nautical Systems Division

Implement and manage change in support of corporate culture and mission for business alignment by presenting vision and objective, as well as mentoring sr. managers. Deliver various unique products from idea to production, improve employee productivity by managing staff development, planning, training, and performance through continual performance assessment and feedback loop based on quantifiable and measurable targets.

- Led global teams and strategically aligned over 90 engineers, product managers and architects with an annual budget of \$6M for success, enabling team by motivation, innovation, creativity, and autonomy
- Attained 30% improvement in customer satisfaction by creating cadence between Product Management, Global Sales, Go-To-Marketing, Consulting, and Support for customer success.
- Accomplished 6x increase in predicted revenues through whole product lifecycle, from strategy to execution, for digital transition of existing old two-tier systems from on-premises deployment to Cloud SaaS-based delivery.
- Achieved 60% increase in efficiency by creating unique tools for SaaS applications to issue licenses, client subscriptions, and creating Azure platform Infrastructure as Code for faster product acceptance and execution.
- Managed eight agile team groups of 48 people in the launch of a new SaaS product line with expected annual revenues of \$30 million via expedited product development and production control.
- Increased development efficiency by 70% by developing framework for Low-Code/No-Code development via creation metadata-driven templates for User Interface, SQL-based REST API, and rules engine.
- Minimized waste by 30% and increased process efficiency by 95% across SDLC by implementing DevOps, Trunk-based development, feature toggles, in-sprint automation, and a shift left testing approach.
- Optimized engineering processes by adopting scaled agile (SAFe) procedures and Kaizen-based processes to align development processes and deliver 60%+ business agility, high quality, and faster time to market.
- Overhauled staff productivity by overseeing staff development, planning, training, and performance by utilizing constant performance review and a feedback loop based on quantifiable and measurable goals to improve productivity by 30%
- Achieved SOC, ISO 27001, and GDPR compliance by creating protocols and procedures for IT Security Governance.

**CLIENT: ABS NAUTICAL SYSTEMS**

Pioneered design, design, prototype, information architecture, and technical support for SaaS products while managing product development teams within the Research and Development portfolio. Created in-depth operational expertise to recognize as subject matter expert in business domain, receiving client trust and confidence in transforming business requirements into solutions. Utilized Java and Angular technologies and created KPI for environmental efficiency, carbon emissions and compliance monitoring in ESG domain.

- Collaborated directly with clients to design and create innovative technologies, while serving as system design architect.
- Implemented training program for all staff members, reducing reliance on external consulting and training by \$100K+.
- Contributed to new initiatives Voyage management, Vessel performance, Dispatch, and product maintenance with annual budget of \$3M+ and managed all IT procurement for software and hardware requirements.
- Engaged with QA testers to manage stress tests, load tests, and performance tests, and offered recommendations to team to improve performance and scalability by 60%.
- Delivered innovative products Designed, Developed and released innovative products eLogs (Blockchain driven Electronic Logs), Insight BI (IoT based data historian with predictive and prescriptive analysis), and On-Demand Reporting from concept to production with expected annual revenue increment of \$10M.
- Increased extensibility and react to enhancement requests for enhancing 15% in product delivery time by streamlining SDLC.
- Provided presentations to prospective clients through webinars, podcasts, townhalls, and user conferences, increasing sales volume and market share by 20%.

**CLIENT: AMERICAN BUREAU OF SHIPPING**

**2014 – 2015**

Served as Technical Product Manager for launching centralized application to store and preserve vessel design, Sea trails, Shop test results, and operational data for performance monitoring and benchmarking within six months. Established business units, cost centers, financial revenue projections, and budgeting models by performing What-if scenarios, Monte-Carlo simulations and decision trees, and valuation assessments for three new ventures

- Maintained ABS 2000 O2K Application to implement new work orders for surveys, survey plans, defining rules, and fee structure for classification and certification of vessels
- Improved development teams productivity by 30% by working hand in hand with clients to validate requirements, brainstorm ideas, provide business justification, system design and administer development team

**MERCURY INSURANCE, Oklahoma City, OK**  
**Software Development Analyst / Team Lead**

**2010 – 2014**

Provided assistance to team in running agile workshops, mentored and coached teams, and executed scrum and Kanban teams. Identified product vision and built trust by maintaining accurate and attainable road plans to exceed customer expectations. Collected requirements input, communicated modifications to development team, and coordinated smooth, high-quality rollouts on schedule and under budget. Delivered high-quality final goods on schedule, while managing all aspects of product's life cycle. Established IT processes and procedures to achieve SOX and PCI-DSS compliance by implementing SDLC, backup policies, disaster recovery, and business continuity plans, as well as offering support and proof during external audits.

- Ensured workforce needs of onshore, nearshore, and offshore teams by negotiating contracts with suppliers.
- Reduced IT Infrastructure budget by \$4M by upgrading IT infrastructure hosting for 40+ web apps, managing team of 20 experts to minimize licensing costs, modernize libraries, and acquire new equipment.
- Developed new SaaS insurance products for commercial auto, mechanical breakdown, and homeowners' insurance with \$3M budget and generated a \$21M annual income stream within three years after product launch.

**OBJECTWIN TECHNOLOGIES, Houston, TX**  
**Software Engineer, Role: Team Lead**

**2007 – 2010**

Developed complicated financial algorithms for insurance premiums, including MRV, CLUE, and Credit Reports to reduce risk. Directed cross-functional team of 15 people for career development, training programs, code reviews, and career growth.

- Increased productivity by 30% through collaboration with product manager and development manager to validate requirements, deliver technical advice to development team.
- Reduced risk premiums and save \$5M+ in yearly expenditures by spearheading cross-functional team of 15 people and acting as technical Lead to develop complicated financial algorithms combining MVR, C.L.U.E, and Credit Reports.

- Implemented ITIL best practices for customer support by incorporating change management, incident management, and problem management, increasing customer satisfaction by 35%.

## ADDITIONAL RELEVANT EXPERIENCE

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### MCCOMBS MBA+ CONSULTING PROJECT CLIENT: HEALTH DISCOVERY LABS

Spring 2022

- Conducted assessment and validity of financial trends and models by outlining DCF analysis, Market valuation, and abnormal earnings model by comparing competitor's market for product launch in 1 year
- Executed and generated corporate, business, and organizational strategic models to advance market share by 25%

### MCCOMBS MBA+ CONSULTING PROJECT CLIENT: FIRST KEY HOMES

Fall 2021

- Performed market research and financial valuations of 60+ companies for Mergers & Acquisitions (M&A) in real estate
- Conducted investment analysis for new properties for acquisitions, evaluating financial charges and returns and comparing with market trends; offered investment consultancy to clients, negotiating, and signing 5 agreements

## EDUCATION

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THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX  
Master of Business Administration

June 2023

UNIVERSITY OF HOUSTON CLEARLAKE, Houston, TX  
Master of Science in Computer Engineering

June 2007

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY, Hyderabad, India  
Bachelor of Technology in Electronics and Communication

June 2005

## ADDITIONAL

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### Certifications:

- Project Management Professional (PMP), Project Management Institute
- PMC Certified, Pragmatic Institute
- Certified Scrum Master (CSM), Scrum Alliance
- Lean Six Sigma Green Belt (LSSGB), Aveta Business Institute
- ITIL V3 Foundations Certified, Exin Certified
- SOA Solution Designer, IBM
- Green IT Certified, CompTIA

### Affiliations:

- VP of Technology for Negotiations Organization at McCombs School of Business
- Brand Ambassador for McCombs School of Business
- Member of CDO/CIO/CTO Leadership Council
- Member of Maritime Executive
- Member of PMI Clearlake/Galveston Chapter

**Languages:** English (fluent); Hindi (fluent); Urdu (native); Telugu (basic); Arabic (basic)

**Technical Skills:** Python, JavaScript, TypeScript, Go, Java, C / C++, C#, R, SQL, NoSQL, HTML, CSS, SCSS, Angular, ReactJS, jQuery, Anime.js, D3.js, Chart.js, Bootstrap.js, IgniteUI, Ionic, Spring, Spring boot, Struts, Hibernate, Jasper, Maven, Spark, Nodejs, ASP.NET, TensorFlow, Gin Gonic, Gorilla, Tomcat, Oracle WebLogic Server, IBM WebSphere, JBoss, Jetty, Microsoft IIS, MySQL, Oracle, PostgreSQL, Microsoft SQL Server, MongoDB, Influx, Couchbase, Redis, Elasticsearch, Cassandra, MariaDB, IBM Db2, Amazon Web Services, Microsoft Azure, Docker, Kubernetes, Azure App Services, Logic Apps, Azure Functions, Azure Cognitive Services, Git, GitHub, SVN, IBM Rational ClearCase, Azure DevOps, GitHub Actions, Jenkins, JMeter, Selenium, Cucumber, Protractor, X-ray, Sonar Cube, Synk, Microsoft Project, Jira, Confluence, Power BI, Grafana, Visio, Postman, HP PPM, HP QC, DADM, @RISK