

Mr. Vijay Rajanna (Product Management expertise)

In search of: Lead/Principal/Senior Product Manager role for Digital and tech based Products

Nationality: Indian (Eligible to work in the UK without Visa sponsorship)

Res: Currently based in London area, UK (Open to travel for work and relocation)

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Notice Period: Immediate



Summary: 10+ years of Product Management experience and overall around 13+ years of Professional Experience

Domain expertise: E-Commerce, Payments and Billing, Enterprise ITOps, Network Security, Networking, Banking, Finance and Transport.

Products expertise: E-commerce/Retail, Network/Cyber Security, Networking, IoT, M2M, Monitoring, Payments, Finance, AI-ML Automation, SAAS, Data Analytics, MIS, Mobile Apps, other Digital based products (B2B and B2C).

Programming skills: As a developer in my historical past, I have developed software for both Front End and Back End applications.

Highest Education: Master in Innovation & Product Management from Université Paris-Saclay - HEC Business school, Paris, France

International: Having done my master's from France, have worked in USA, France, Germany and India.

Core Competences:

Design Thinking, Agile & SCRUM, Go-To-Market, MVP, Lean Startup, Stakeholder Management, Product Management, Project Management Team Handling, APIs, MicroServices, SAAS, Software Development, Roadmap planning, Backlog prioritization, Product Demos

Profile:

Product Management and Product Development in areas such as IT/Hardware, DIGITAL Innovation & Transformation, having skills in Strategy, Consulting, Project Management, Program Management, LEAN & Innovation and Advanced Tech.

Technology and Tools:

Technology: Cloud (AWS, Google, Azure, PCF), RPA, AI-ML, Generative AI, SAAS, Data analytics, IoT, M2M, BigData, Data Ware housing, BI, Data lakes, ETL etc.

Programming: C,C++, Java, HTML/web, SQL, Python

Tools: Tableau, Salesforce CRM, SAP products, ERP, DOORS, TFS, MS Dynamics, JIRA, SPSS, SharePoint, Excel, Confluence, Figma (wireframes), PowerPoint, ASANA, AHA!, ETL tool, BI, Data management tools like Data lake, DWH, Data foundry, Azure Devops

Professional Experiences

May 2022 – Aug 2023 Lead Product Manager (SAAS-Network Security & AI - Analytics) – AppViewX Inc, Bangalore, India.



AppViewX is a pioneer in Machine Identity and Certificate Life-cycle management in **Network Security domain**.

- Responsible for launching SaaS version of product CLM using **Azure Cloud** Integration and DevOps pipeline.
- Responsible for One-SaaS experience for entire product line range of AppviewX product portfolio.
- Responsible for heading Product led growth - **Product Data analytics, AI-ML** initiative called Connected Platform.
- Overall responsible for Product Roadmap, backlog, Product Strategy, Go-to-Market (GTM) and Product goals.

Feb 2021 – Apr 2022 Lead Product Manager, SAAS & AI-ML (Head of Product Management) – Heal Software Inc, Bangalore, India.



- Heal is a pioneer in **APM and AIOps** Security product for **Telemetry Data, Monitoring and Observability** of Network.
- Responsible for launching HEAL Multi-tenant SAAS based products in **Azure Cloud** and **AI-ML** features.
- Overall responsible for Product Roadmap, GTM, backlog, Product Strategy and Product goals and planning.

Sep 2019 – Feb 2021 Senior Product Manager – Dell E-commerce Platform, Dell Technologies, Bangalore, India via RLABS Pvt Ltd.



- Developing platform features for **Product Activation, Exp and Conversion** for B2B and B2C clients in **SAAS cloud**.
 - **Dell Technologies Cloud**, added features, **newer payment models** like Subscription based, Pay-as-you Go etc.
 - Developing MIS on all Digital payment and payments revenue stream for **better tracking and monitoring**.
 - **Responsible for features** like Customer usage management, **Payments and billing**.
 - Responsible for launching new **PIM module for better product catalogue management** for all channels.
 - **Smart Supply chain management** feature enablement with **Automated data analysis and AI-ML tech**.

Professional Experiences (cont'd)

Oct 2017 – Sep 2019 Senior Product Manager – E-Commerce, Digital Retail, & SAAS at MHP – A Porsche Company, Germany



- Product Management, development of **Online Car sales, Handling Payments, leasing/Finance** in interface to Banks
- **Developed Online platform on Azure and UI from scratch** based on benchmarking of top E-comm websites.
- Enabled **Frictionless loan, leasing and financing approvals** in conjunction with Bank for Car Sales and lease.
- Through **AI based Predictive Data analytics**, enabled faster and on-time delivery of spare parts orders.
- **Integrating** with Back end Data systems like Data warehousing, CRM, SCM, ERP etc.

Mar 2017 – Sep 2017 Internship: Product Manager – E-Commerce, Digital Retail - Business Lab at Groupe PSA, Paris, France



- Developed POC for Digital Retail of Cars and Spare parts online, thus bringing customers online.
- Defined and developed use cases for **Smart Manufacturing** and need for M2M and IoT tech investments.
- Implementation of **Customer Data Analytics product** using **Salesforce Data Management for Sales**.

April 2014 – Sep 2016 Sr. Engineering Consultant & Product Owner at Rockwell Collins (worked in USA, France and India).



- **Product Management** for **AWS based AIS product, backlog** development using Agile based at **ARINC Digital**
- Implementation of **Flight ticketing kiosks and check-in systems** with fool proof customer authentication.
- Implemented Data management system, Business reporting modules, Data intelligence for operational efficiency.

April 2013 – Mar 2014 Internship: Product Management Consultant at Airbus, France and India.



- PM Consulting for **Software Products Business** for Airlines like **Lufthansa, Air France and British Airways**.
- Product Benchmarking, Backlog, Gap Analysis, Requirements, Product Pricing, product commercialization.

Aug 2008 – Sep 2011 Product Consultant/Sr. Software Engineer – Banking Software Products & Services at Oracle, India



- **Consulting for Core-Banking**, transaction services in **Banking Software Products** for **National Australian Bank**.
- **Technical consultant for Oracle Flexcube Core-Banking product and services**.
- As a developer, used Java programming tech stack, API based Microservices architecture.
- **Developed Core banking products** such as deposit, loan, currency and credit processing capabilities.

Education

2016 – 2017: **Université Paris-Saclay - HEC Business school, Paris, FRANCE**
M.S, Master 2 - Management of Innovation, Product Management & Digital Strategy (IVR)

2016: Certificate on Project Management from Project Management Institute (PMI, US)
2016: Certified Systems Engineering Professional (CSEP) from INCOSE, US

2011 – 2013: **M.S, Master 1 – Information Systems & IT Systems Engineering, ISAE-SUPAERO, FRANCE**

2008: Certificate in Business English Communication from the British Council, UK.

2004 – 2008: Visvesvaraya Technological University (VTU), Karnataka, India
Bachelor of Engineering in Electronics and Computer Science engineering

Hobbies/ Interests:

Painting, Music, Guitar playing,
Badminton, Gym

Interpersonal skills:

Effective communication, Interpersonal skills,
Leadership, International work Experience,
Team player, Client Interface,
Flexible, Quick Learner, Multi-Tasking

Languages:

English: Fluent
German: Intermediate
French: Advanced
Hindi: Fluent