AJIT KULKARNI

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EXPERIENCE

2014-Present Cisco *Software Product Owner*   **San Jose, CA**
- Managed prioritization of product features for infrastructure applications for an Openstack based cloud platform and released a minimum viable product (MVP) used by multiple customer DevOps teams.
- Executed a successful change in product direction by working with four scrum teams, managing changes to the product backlog and releasing an MVP in one month instead of four.
- Addressed customer pain points and reprioritized feature roadmap ensuring customer satisfaction.
- Managed relationships with customers and cross-functional teams during change in product direction.
- Ensured high feature velocity for scrum teams by filling in as agile scrum master when required.

2013-2014   Cisco *Software Engineer IV*   **San Jose, CA**
- As a technical leader, developed a cloud media delivery product while managing a local and an offshore development team; product enabled new services and revenue streams for many global customers.
- Evaluated and deployed open source technologies for new video cloud product leading to a faster launch.
- Mentored new hires joining Cisco from college who are now successfully contributing to their teams.
- Received 10 Cisco Achievement program awards for outstanding contributions over seven years.

2011-2013   Cisco *Software Engineer III*   **San Jose, CA**
- Developed features adding DVR capabilities to video delivery product generating additional revenue.

2008-2011   Cisco *Software Engineer II*   **San Jose, CA**
- Developed video streaming software and resolved customer escalations enabling content delivery network (CDN) product being deployed at 19 of the 24 largest service providers in the world.

PROJECTS

Personal Ed-Tech Venture
- Defining a product that provides career guidance for high school students after completing a market analysis.
- Working on an MVP product definition and developing prototype using Angular and Node.

Business Plan
- Developed a business plan for a payment gateway for Twitter enabling users to buy directly from a Tweet.

Marketing Plan
- Developed a marketing plan for a new organic sugar-free tea product for kids at Peet's coffee.

Pricing
- Formulated pricing recommendations to a company providing syndicated subscription data services.

Competitive Analysis
- Provided competitive analyses for Cisco products that were used in many customer engagements.

Startup Experience
- Developed a critical component of the initial product release for an early stage startup.

EDUCATION

2014-2017   Haas School of Business University of California Berkeley   **Berkeley, CA**
Candidate for Master of Business Administration

2010-2012   University of California Berkeley Extension   **Berkeley, CA**
Certificate Program in Business Administration

2006-2008   Virginia Tech   **Blacksburg, VA**
Master of Science in Computer Science

2000-2004   University of Mumbai   **Mumbai India**
Bachelor of Engineering, Computer Engineering
- Stood third in final year of program among nearly 2500 students and 50 colleges (over 99 percentile).
- Awarded "Best Student of the Year" in 2004 in final year of program among 400 students in college.

TRAINING AND TECHNICAL SKILLS

Agile Software Product Owner, Optimal Product Management and Product Marketing, Openstack, Linux, HTTP, Nodejs, Python, C/C++, cloud infrastructure.