

# Kunal Parekh

Product Manager

## Contact

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### LinkedIn

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### Website

<https://parkk27.github.io/>

## Skills

Research and Trend Analysis

Very Good

Product Marketing

Excellent

Product Development

Very Good

Strategic Planning

Very Good

Budgeting

Good

New features implementation

Very Good

Scrum Methodology

Excellent

Stakeholder Relationship Management

Very Good

Product Management

Very Good

Diligent Senior Product Manager offering 13 years of industry success, including product roadmap development, market research and data analysis. Highly skilled in identifying opportunities to maximize revenue. Driven and strategic with proven history of superior market penetration and product launch ability.

## Work History

2017-02- **Product Owner**

Current *Royal Dutch Shell, Bangalore, Karnataka*

- Partnered with business leadership in creating co-founding data team and unlocked power of data that enabled in \$100 million revenue generation to core business.
- Harvested customer needs through interview, data insights to develop & evangelize roadmap and vision to influence in increasing user adoption rate to 15% in quarter.
- Slashed addition cost for change & release process by improving 70% turnaround time to generate \$1 million benefit.
- Managed implementation of new features for supply chain management product by outlining plans and specifications such as how, where and when each component would work.
- Established, initiated, and optimized business development strategies to scale the supply chain product based on business targets, product specifications, market data and budget factors.
- Managed benchmarks, product demonstrations and testimonials for performance evaluation.

2012-05 - **Consultant/Product Manager**

2017-01 *Infosys Limited, Bangalore, Karnataka*

- Led discovery, ideation and gathered key stakeholder requirements to define scope of supply chain planner and optimizer product and designed successful translation of not yet well-defined strategic concept into solid working prototype.
- Performed Competitor analysis, customer discovery, gathered feedback from stakeholders, feature prioritization, road mapping for enhancements, managed campaigns through marketing channels and worked on new customer acquisition.
- Conducting qualitative & quantitative use research with 20+ users from different domain by ideation workshop, interviews, and survey to translate into user stories.
- Delivered outstanding service to customers to maintain and extend relationships for future business opportunities.
- Liaised with customers, management, and sales team to better understand customer needs and recommend appropriate solutions.

2007-08 - **Senior Product Marketing Engineer**

2010-07 *Xomox Sanmar Limited, Mumbai, Maharashtra*

Mockups and Prototypes

Good

Self-motivated Professional

Very Good

Project Management

Very Good

Supply Chain Solutions

Very Good

Software

JIRA

Good

Azure DevOps

Very Good

Slack

Very Good

Microsoft Office

Very Good

G Suite

Good

SQL

Good

Figma

Very Good

Languages

English

Excellent

Hindi

Very Good

Gujarati

Very Good

- Prepare techno-commercial proposal includes technical bid, Commercial Bid, INCO Terms and comparative analysis.
- Prepare FAB (Feature, Advantage & Benefit) analysis, Cost-Benefit Analysis & Cost of ownership Analysis.

Education

- 2021-06 - Current

**Post Graduate Certificate Program: Product Management**  
*Indian Institute of Management (IIM) - Indore*
- 2010-06 - 2012-05

**MBA: Energy & Infrastructure (Operations)**  
*Pandit Deendayal Energy University - Gandhinagar, GJ*
- 2003-10 - 2007-07

**Bachelor of Engineering: Industrial/Production**  
*Sardar Patel University - Vallabh Vidyanagar, GJ*

Certifications

- 2021-01

Product Masterclass: How to Build Digital Products, Product School
- 2020-12

Professional Scrum Product Owner II (PSPO 2), scrum.org
- 2020-11

Digital Product Management Specialization, Coursera
- 2020-11

Managing Agile Team, Coursera
- 2020-11

Agile Analytics, Coursera
- 2020-10

Agile Meets Design Thinking, Coursera
- 2020-10

Hypothesis Driven Development, Coursera
- 2020-08

Becoming a Product Manager, LinkedIn
- 2019-01

Professional Scrum Product Owner (PSPO1), scrum.org
- 2017-10

Certification of Capability in Business Analysis™ (CCBA®), IIBA
- 2017-03

Certified ScrumMaster (CSM), Scrum Alliance

Accomplishments

- Awarded with top rating and consistently performed during my tenure and honored with multiple “Special Recognition Award” and VP CIO awards in Shell & Infosys.
- Presented as speaker in “PetroWorld Conference 2013”, August, Mumbai.
- Published and presented writing paper on “Determinants of Economies of Scale & Influence on the Oil & Gas Services: A Discussion” (RIBER) Bangkok June-2012.