

SHAJU NAIR

Strategy ... Products ... Business

Innovation ... Diverse Domains ... Global Expansion ... Partnerships ... BD ... P&L

Hello,

With 20+ years of experience in intrapreneurial and entrepreneurial roles across the globe with small, mid-size and large corporations, I can bring immense value to leadership roles.

I have had the privilege of orchestrating teams and products to 1) become **#1** in their space, 2) get used by over **100 Million users** and 3) generate **\$MM revenues**. Across the years, I've worked on **18 products** that spread across **Telecom, Unified Communications, Energy Management, CRM, Loyalty, Mobility, Publishing, Education, E-Commerce, Marketplaces, Spend Analytics** and non-tech productized services such as **GIC Setup, Co-working spaces, Talent Acquisition and Managed Services**.

Additionally, I've managed **C-level relationships**, led teams as large as **200+**, orchestrated **portfolio of 45+ Products / Productized Solutions** with revenue potential > \$1 Billion, built **24x7 support operations** to support global customers, engaged with **multi-geography vendors** and delivered results in **matrix organizations**.

My **entrepreneurial experience** has **strengthened** my sense of urgency, **sharpened** my focus on managing stakeholders, **enhanced** appreciation of diversity in team formation & **reinforced** fiscal discipline.

The **diversity of my experience** includes:

- **Business Priorities** – Customer Delight, Innovation, New Product Development, Geo expansion
- **Strategy & Execution** – Diversification, Exploiting adjacencies, GTM, Competitive Analysis
- **External Interfaces** – Alliances & Partnerships, Marketing, Analyst Interactions, Vendor Management
- **Organizational Development** – Talent Management, Mentoring, Rewards and Recognitions

My **key differentiation** comes from the diversity of domains / industries that I have worked in. These diverse experiences equip me with the capability to learn fast, exploit inter-domain relationships, stitch together best practices from across industries and deliver impact. This **demonstrated ability to adapt** helps me to reinvent myself and thereby nurture my relevance to the ever-changing business and technology landscape.

I am sure I can **contribute in more ways than one to growth and profits** and would appreciate the opportunity for a discussion to explore how I can help.

Thank you.

Sincerely,

Shaju Nair

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STRATEGY | PRODUCTS | BUSINESS



/shajunair



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Bangalore, India



- 20+ years of multi-geography experience building and selling mission critical MM\$ products
- VC and PE funded Startups, Mid-size companies and Large Enterprises (Public and Private)
- Diverse Domains: Telecom, Airlines, Travel & Transportation, Energy, Education & Internet

JOURNEY



- Program Manager
- Project Manager
- Development Lead

1998-2005



- Chief Product Officer
- Head, Product Management
- Director, CRM & Loyalty

2005-2015



- VP PM & BD - Africa
- Geo Head
- Sr. Director Products & Process Mgmt
- Founder & CEO

2015-2019



EDUCATION

San Jose State University

- Executive Business Program
- Strategic Planning for Service and Support

University of California, Berkeley Extension

- International Business Management
- International Finance

University of California, Santa Cruz Extension

- Honors in Project and Program Management

Gujarat University

- Masters in Computer Applications

IBM

- Data Science Professional Certificate

STRATEGY

- ◆ Partnered with CEO and the board of TeleDNA to effect the sale of the organization & give PE investors an exit
- ◆ Hand-picked by Wipro CEO to lead Productization @Wipro, 30+ product managers, 45+ portfolio, revenue > \$ 1Billion
- ◆ Defined Project Lifecycle Methodology, won Xilinx CIO endorsement & rollout to 5 IT divisions, 200+ employees & 5 Geos
- ◆ Academic & Technology Alliances (IBM, Oracle, Microsoft, SFDC, HFI), Showcased IBS' product at SUN Transport Labs, CA
- ◆ Experienced with Strategic planning, Board Reviews, Incubation of new ideas / products
- ◆ Articulation of vision & strategy to external audiences / Analyst community (Everest, Gartner, IDC, Forrester, F&S)

- ◆ Worked on 18 products, Managed portfolio of 45+ products, guided and led 30+ Product Managers
- ◆ Experienced with Customer Advisory Boards, Feature Prioritization, Roadmap definition, Diversification
- ◆ Global Product Launches, Product Marketing, Product Roadshows, Competitive Analysis
- ◆ Defined and institutionalized Product Management Methodologies
- ◆ Cross-functional leadership – Engineering, Product Management, Pre-Sales, Sales, Marketing, Finance & Legal

PRODUCTS

BUSINESS

- ◆ Responsible for Global business expansion for TeleDNA, GTM, Partner onboarding, Opened up Africa Territory
- ◆ As an Entrepreneur, built Absuns from scratch responsible for Products, Sales, Legal, Finances, Marketing & PR
- ◆ Lead Incture's Cherrywork™ line of business and contributed to initial revenues
- ◆ Incubated & lead Wipro's Energy Management business for Transportation & Logistics (T&L)
- ◆ Led IBS' iLoyal from inception to market success, acquired customers across Europe, Africa and Asia
- ◆ Built a Loyalty Consulting Business and diversified product from Air to Non-Air businesses
- ◆ Built Technology consulting business worth of \$500,000 & converted cost center to revenue center @IBS
- ◆ Highly experienced with Pricing strategies, Vendor Management and Contract Negotiations

Awards & Recognition

Speaker

- Yahoo! P-Camp
- Silicon India
- India Product Management Association
- Welingkar B-School
- Arab Air Carrier Organization

Guest Lectures

- IIM Ahmedabad
- NMIMS
- IIT Mumbai School of Mgmt
- AICTE

Awards for my startup

Winner / Nominations

- KMA Toshiba Anand Trophy - Young Manager's Contest 2006
- Nominated as Head of Bangalore Chapter of IPMA

Panelist / Member / Advisor

- FutureSkillsForce2030 – Amity University Online
- India Product Management Association
- Institute of Product Leadership
- Welingkar, Bangalore
- Indian Delegation at NASSCOM Korea-India SW Business Forum

Author

- Numerous articles & whitepapers on Technology & Business



Change Leader – Global
Action on Poverty (GAP)
(current)



Advisory Board Member –
Amity Online
(current)



President & Treasurer –
Toastmasters chapter

