RENJU KODIYAT

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PRODUCT LEADER

Customer-driven Product leader with over 12 years of experience leading the 0-1 strategy, development, and deployment of cutting-edge features in customer workflows. Passionate about transforming industries through solutions that drive productivity, customer engagement and business impact. Known for hands-on leadership, deep technical acumen, and exceptional cross-functional collaboration.

PROFESSIONAL EXPERIENCE

Xero, Inc.   **January 2024 - Present**
Head of Product, Insights & AI

Led a 3 member PM team to drive Xero wide AI/ML efforts collaborating with product, engineering and data science teams to evaluate and integrate AI models and develop product roadmaps, resulting in 6% market share.

- Led the team for the development of Xero's first GenAI-powered accounting co-pilot and chat assistant, which reduced customer time spent on analyzing data by 67%.
- Pioneered NLP-based search for Xero's accounting software, saving users ~20% of their time when retrieving transactions.
- Spearheaded auto-reconciliation of bank feeds, saving customers approximately 9 hours per month on average in manual reconciliation tasks.
- Established AI labs to accelerate innovation, to build early-stage AI features and driving adoption resulting in 7 successfully incubated ideas.

Intuit   **August 2019 - October 2023**
Lead Product Manager

Led the Insights team and drove the product strategy for a 4 member PM team for AI-enabled features within QuickBooks Online (QBO) driving Advanced subscription growth by 4X.

- Drove the ideation to launch of Custom Reports Builder, a querying and reporting tool that resulted in 80% engagement from users and contributed to transitioning 60% of legacy reporting features used by 4M+ users.
- Conceptualized and launched the Performance Center, delivering proactive insights into KPIs for small business owners, resulting in 95% positive user feedback and 40% engagement.
- Led cross-functional teams to deliver (0-1) advanced data visualization tools that boosted engagement by users on QBO, directly contributing to revenue growth in mid-market segments.
- Developed patent for reporting tool, focusing on new ways to organize data across linked tables for enhanced user experiences.

Ellie Mae   **June 2017 - July 2019**
Product Lead, Data & AI/ML

Responsible for driving EM's Data & AI / ML efforts across the company working with X-functional product teams

- Managed 0-1 development of analytics platform, driving the strategy and roadmap for mortgage industry analytics products, helping clients make data-driven decisions resulting in ~$6m/yr revenue.
- Led the development of AI/ML solutions for the mortgage industry, including a Fair Lending model that identified potential pricing violations and saved millions in damages.
- Spearheaded the ML-based lead prioritization system for Ellie Mae's lead management software, increasing conversion rates by 30%.

GE Digital   **May 2016 - June 2017**
Staff Technical Product Manager

Led the Predix Data Science team to build critical AI/ML apps for GE Digital's clients
- Drove the development of predictive maintenance solutions for industrial clients, including a multi-million dollar project for elevator IoT connectivity, resulting in $2.5M in savings.
- Coordinated machine learning and deep learning solutions for GE's industrial cloud platform, Predix, to improve operational efficiency and reduce downtime.
- Developed edge analytics apps to predict supplier delays, saving clients $1.1M in expedited delivery costs.

Zeta Global   **July 2015 - May 2016**
Sr. Product Manager

Led the team to build critical features for Data Management Paltform (DMP) for a high-growth startup
- Created and shipped key features for cross-channel marketing campaigns, including media planning, analytics reporting, and customer segmentation resulting in 2X customer growth.
- Built analytics for campaign evaluation, improving efficiency and reducing campaign cycle time from 2-3 weeks to 2 days.
- Optimized advertiser workflow on the Marketing Cloud and Data Management Platform (DMP), driving performance improvements and enabling faster campaign execution.

Cognizant Technology Solutions   **Aug 2014 - July 2015**
Product Manager (Consulting)

- Managed product features for Ebay's SMB seller platforms, improving user experience and increasing segment revenue by 20%.
- Led Agile development initiatives to deliver improved user interfaces and reporting solutions for major US online marketplace clients.

Infosys Inc.   **Aug 2004 - July 2012**
Sr. Software Engineer

- Managed tech support for Apple's Identity Management products, maintaining high CSATs and SLAs.
- Led the development of highly scalable applications for Apple and BT, driving customer growth and revenue with consistent product delivery.
- Proposed and executed new client solutions, generating ~$500K in additional revenue and expanding Infosys's account base.

EDUCATION

Carnegie Mellon University, Tepper School of Business
Master of Business Administration in Information Systems, Marketing, and Strategy

University of Kerala, TKM College of Engineering
Bachelor of Technology in Computer Science

CERTIFICATIONS

Machine Learning - Stanford University | Product Management - Pragmatic Institute | PyTorch Certification.
Patent : Org of data from linked tables in an Analytics/ Reporting UI : PR-2312707USPRV · Filed May 26, 2023

SKILLS

AI/ ML , C, Gen AI, Agentic AI, Google BigQuery, Java, LLM, Machine Learning, ML infrastructure, Model fine- tuning, Model integration, NLP, Analytics/ Reporting UI, Performance evaluation, PL/ SQL, Product Management, Prompt engineering strategies, Python, PyTorch, Splunk, SPSS, SQL, Tableau, TensorFlow, X-functional team leadership