



Sanjay Sahni

An accomplished Product Leader with a strong technical and agile transformation background.

Expertise in building and managing global Product Team(s) and Distributed team of team(s).

Awarded as a key product leader for delivering quality products, empowering team(s) and bringing significant transparency to stakeholders.

Strong financial exposure with Wall Street firms - HSBC, Morgan Stanley, Deutsche Bank, Citi National Bank and start ups.

Coached C Level Executives, Product Managers, Product Owners, Developers, QA teams - A 360 degree pathway to organizational transformation and a cohesive vision

Transformed several start up's and large organizations into agility thus enabling cultural and value shift, increased productivity, motivated, self managed, empowered teams

Published Author, Speaker, Educator on Product Management, Agility, Corporate Integrity, Team Building.

CONTACT

1-310-869-5391

mailsanjaysahni@gmail.com

www.linkedin.com/in/sanjay-sahni-0ba96729

SKILLS

Product Management, Product Educator, Customer/User Oriented approach,, POC's, Idea to MVP, Agile Adoption, Scrum, SAFe, Kanban, LeSS, Organizational Transformation.

EXPERIENCE

Karl Storz(Medical Devices), (May 2021 - Till Date)

- Leading continuous refinement of product roadmaps and product strategy in alignment with customer(s), partner(s) and market feedback.
- Deep engagement with customers and partners for consistent feedback on product, upcoming feature set.
- Liaise and lead Product Management team(s) to align with above information and help them create effective roadmaps, backlog, user stories.
- Align with technology and development leads to ensure smooth deliverables.
- Establish clear product delivery contracts

Amgen, Sr. Program Leader, (May 2021 - Till Date)

- Managing several product lines with each product vertical scaling into 3 to 5 team(s) across the globe.
- Helping executives build a strong customer centric and product centric organization.
- Responsible for demonstrating incremental progress to stakeholders.
- Structuring the organization so that transparency, risk management, and consistent feedback are natural outcomes.
- Provide strategy, management and alignment around several vendor team(s) such as Deloitte, PriceWaterhouseCoopers, Capgemini which is in alignment with budgets, financial goals, product(s), customers and teams.
- Creating a global strategy around change management.
- Actively leading, team building, coaching and empowering the team(s) with best practices & tools.
- Guiding the executives to align the team(s) and product lines for the best outcomes.

Product Academy, Co-Founder (June 2020 - Till Date)

- Deliver customized agile and user centered design training to startups, mid-size and large organizations
- Enable organizations with best industry practices on Product Development
- Help build Empowered and self managed teams.
- Enable Transparency between Teams, C Levels & Stakeholders.
- Quantifying the progress towards deliverables/goals using metrics - velocity, burn down charts, defect rate.
- Enable end to end enterprise level agile transformation for organizations.
- Forecasting, Planning and budgeting.
- Enabling risk management & collaboration across several verticals of a large project.
- Enabling marketing, sales, client acquisition, client

onboarding, client management.

Stretto, Irvine - Sr.Product Manager, Agile Coach
(August 2018 - June 2020)

- Partner with Product VP, Development VP & C Levels to channel a uniform vision across multiple product lines
- Responsible for end to end enterprise level agile transformation of organization.
- Establishing and building corporate transformation strategy which is in alignment with business & productivity.
- Conducting in person and virtual agile coaching sessions at Individual, team and corporate level.
- Equip teams and managers with the best practices to induce motivated corporate culture

Exactuals LLC, Los Angeles — Product Manager
(An RBC - CNB Company)

January 2014 - June 2018

- Transformed Exactuals from a struggling start up into a client focussed, revenue focussed and product focussed organization.
- As a product leader defined correct set of priorities for a given sprint and future sprints for development teams
- Conducted in house training sessions to train product owners, scrum master and scrum teams.
- Created proof of concepts and MVP demo models for customers and stakeholders to provide them with a “look and feel” of the upcoming features and product
- Trained Product Owners to write user stories and built storyboards that accurately reflected customer requirements and timelines for establishing clear goals for development teams
- Trained teams to strive for quality sprints and hence a quality product by constantly including performance and quality test stories as a part of the sprints
- Liaised with key Exactuals partners/service providers such as City National bank to align and integrate their services to our systems
- Ensured the product being developed took into account a variety of customers with a set of different needs
- Supported sales team in business development and pre-sales meetings with the potential customers

Morgan Stanley, New York - Team Lead
June 2007 - March 2013

Deutsche Bank, New York - Assistant Vice President
November 2006 - June 2007

HSBC Securities, New York - Development Lead
November 2004 - November 2006

WORKSHOPS CONDUCTED

- “A journey from an Idea to a Product” for Code District
<http://codedistrict.io/>
- Product Life Cycle - POC, MVP for Code District, LA
<http://codedistrict.io/>

PUBLICATIONS

- Sanjay Sahni. A Servant Leader, LinkedIn, September 2016
<https://www.linkedin.com/pulse/servant-leader-sanjay-sahni/>
- Sanjay Sahni. 5 Questions a Product Champion should ask, LinkedIn, March 2019
<https://www.linkedin.com/pulse/5-questions-you-should-ask-yourself-product-champion-sanjay-sahni/>