SANDHEEP GOPINATH
PRODUCT MANAGER

LinkedIn GitHub

+91-9745355256
me@sandheepgopinath.com
Bangalore

EDUCATION

Post Graduate Diploma in Leadership & AI-ML	Plaksha University (Technology Leaders Program)	2021 - 22
Post Graduate Program in Artificial Intelligence	Mc Combs School of Business, University of Texas	2020 – 21
Post Graduate Diploma in Embedded System	Accel IT Academy	2016 – 17
B. Tech Electronics and Communication	Sree Chitra Tirunal College of Engineering	2012 - 16

EXPERIENCE (10 YEARS 1 MONTHS)

Product Manager | Verint Systems   **March' 24– Present**

- Spearheaded the launch and scaling of "Request Anything," growing from 0 to 1,200+ monthly active users and 10K+ monthly requests by rapidly incorporating user feedback and iterating using Agile practices to solve pain points.
- Owned the product roadmap, set sprint goals, led PI Planning, and aligned expectations across UX, Engineering, and Leadership to ensure consistent delivery—streamlining execution and improving velocity by 20% via Agile processes.
- Defined and led the launch of a real-time analytics dashboard to track product usage, diagnose adoption barriers, and enable data-driven prioritization—supporting stakeholder visibility and continuous improvement.

Product Manager| HRS Group   **Aug'22 – March' 24**

- Led 3 product teams across Rebooking, Recommendation Engine, and AI/Data Products, driving monetization strategy, product adoption, and new product development to enhance operational efficiency for HRS's B2B clients.
- Transformed both Rebooking and Recommendation Engine into self-service platforms, reducing onboarding time by 99%, enabling instant activation, and introducing usage dashboards and savings insights that unlocked a 12% increase in revenue for both products combined.
- Led roadmap execution for a data product within the Recommendation Engine to detect and remove low quality hotels, resulting in an 80% reduction in customer complaints and generating $0.5M in additional revenue.

Product Manager, Digital Transformation (Internal: Process Expert) | Danfoss   **Sep '17 – Aug '21**

- Led product discovery and owned the strategic roadmap for multiple internal digital products by engaging directly with end users across factories in India, Denmark, Poland, and China, identifying core operational challenges and aligning solutions with business goals and success metrics.
- Designed and delivered Minimum Viable Products (MVPs) to validate stakeholder alignment and product impact, then partnered with engineering and UX to scale delivery—owning architecture, interface design, and global deployment using Agile/Scrum practices.
- Defined and tracked product usage, adoption, and revenue impact, delivering measurable outcomes including:
    - A vision-based quality monitoring system (+17% efficiency, CII Kaizen Gold Award)
    - A SCADA-powered reporting platform for 118 machines in 4 countries (+2.4% annual productivity)
    - A preventive maintenance solution saving $6,672/year per machine, scaled across global factories

Founding Member, Head of Products and Operation | Synapse Technologies   **Aug '14 – Sep '17**

- Defined the product vision, product strategy and strategic roadmap for a portfolio of in-house IoT and industrial automation products, while leading outsourced R&D engagements for B2B clients to accelerate their product development cycles.
- Owned the product backlog, drove feature prioritization through continuous market research and customer feedback, and led execution in Agile sprints, ensuring alignment with evolving OKRs and success metrics.
- Spearheaded go-to-market (GTM) strategy collaborated cross-functionally with engineering, sales, and design, and achieved strong user adoption and repeat enterprise business across domestic and international markets.

OTHER ACHIEVEMENTS

- Led product discovery and roadmap definition for Qure.ai's entry into the radiology AI domain, collaborating with clinicians, researchers, and engineers to align technical feasibility with clinical workflows and deliver a validated, user-centered product vision.
- Built a legal search tool in collaboration with Manupatra and lawyers across India, enabling faster, accessible legal research for non-experts by combining natural language queries with legal databases.
- Educational Mentor at Great Learning for Post Graduate Program in Artificial Intelligence and Machine Learning

SKILLS

- Technical: SQL, Presto SQL, Python, Machine Learning, Artificial Intelligence, Data Analysis, Computer Vision, Natural Language Processing (NLP), Git, Raspberry Pi
- Tools & Platforms: Pendo Analytics, MicroStrategy, Google Analytics, Tableau, Power BI, Jira, Confluence, Miro, Balsamiq, SQL Server Management Studio, GitHub