

# SANKET TOTEWAR

PRODUCT & ENGINEERING LEADER

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## CAREER SUMMARY

Full stack **Product Leader** with extensive experience in spearheading research and development for innovative digital tech products. Presently, I oversee products at SAP Signavio that contribute to the organisation's long-term goals by consulting on product strategy and leading engineering operations for growth at scale.

## WORK EXPERIENCE

*Mar 2021 – present*

**Principal Product Owner** | SAP, Berlin, Germany

After joining SAP following the SAP Signavio acquisition, I was promoted to Principal Product Owner in Sept 2021 and now I oversee the product portfolio comprising of the SAP Signavio Journey Modeler, Process Modeler, and Process Governance. I played a key role in the acquisition change management and the Acquire-To-Ship release.

### Primary Responsibilities

There are 3 parts to my role as a Principal Product Owner at SAP:

1. Functional Leads of Product Owners
2. Program Manager for Special Integration projects
3. Member of Business Modeling and Workflows Leadership Committee

### Notable Achievements

- I took SAP Signavio's Journey Modeler product from Beta to GA ("generally available") and it became the fastest growing product at SAP Signavio that year
- I built a strong product community of practice at SAP Signavio

*Apr 2019 – Nov 2020*

**Writer – Product, Engineering, Growth, and R&D** | Deputy, Sydney, Australia

Deputy had SaaS-based products in hypergrowth and adequate funding to scale exponentially in an untapped arena. As an experienced Writer, I helped set up the foundation to enable mid-market and enterprise customers and software developer partners to seamlessly connect to the Deputy platform via APIs and webhooks to include in a global workforce management ecosystem. I coached several cross-functional product teams to achieve this.

### Notable Achievements

- Recipient of the Deputy Unicorn Award
- Recipient of the Deputy Star Award

*May 2017 – Apr 2019*

**Product Manager and Technical Writer** | Leadbolt Pty Ltd, Sydney, Australia

In 2017 and early 2018, Leadbolt was a global market leader in an ad format technology called "playable ads". As the only product leader in the company, I managed all cross-functional teams including the internal R&D division that created all innovative mobile ad formats that were responsible for a 58% growth in market share and helped Leadbolt achieve its highest revenue since inception.

### Notable Achievements

- Led the entire Product Strategy at Leadbolt
- Created and launched a new product "Playable Ads"

Nov 2015 – Mar 2017

**Product Manager** | Vserv, India

June 2014 – Nov 2015

**(Acting Product Manager and) Technical Writer** | Contentstack, India

Dec 2012 – Feb 2014

**Technical Writer** | Ibruk Consulting, Mumbai, India

Nov 2011 – Dec 2012

**Product Manager and Technical Writer** | Phoenix Forge Pvt Ltd, Bengaluru, India

Sep 2011 – Jul 2012

**Center Manager** | Rustomjee Academy for Global Careers, India

Dec 2010 – Sept 2011

**Technical Writer** | Ibruk Consulting, Mumbai, India

EDUCATION

**Masters of Business Administration:** [Boston University, January 2024](#)

**Graduate Certificate of Strategic Management:** [Harvard University, June 2020](#)

**Bachelor of Engineering (Mechanical):** Pune University, May 2010

Internships

- JCB India Ltd. (Manufacturing and Quality teams) – six-month industrial in-plant training
- PARI Ltd. (Robotics and R&D teams) – six-month industrial in-plant training

Certifications

Stanford University

- Social Computing (credit)
- Algorithms: Design and Analysis
- Writing in the Sciences

AIPMM

- Certified Product Manager
- Certified Product Marketing Manager

Scrum.org

- Certified Professional Scrum Product Owner
- Certified Professional Scrum Master

Vrije Universiteit Amsterdam

- Integration Acceleration Studios

United Nations

- Digital Transformation for Sustainable Development

World Health Organization

- Discover your Leadership Moment

John Hopkins University

- Psychological First Aid

SAP

- Passionate Product Ownership
- Development Process Framework - Innovation Cycle
- Agile at Scale
- Leading Customer Success
- Aspiring Leader Journey

IBM

- Enterprise Design Thinking Practitioner
- Enterprise Design Thinking Co-Creator
- Team Essentials for AI

LinkedIn Learning

- Organizational Thought Leadership
- Project Management Foundations
- Change Management Foundations
- Data Visualization - Storytelling

John Hopkins University

- Psychological First Aid