

## **Srinivas Chetan H.K.**

Srinivas\_chetan@hotmail.com | +91 98862 22622 | linkedin.com/in/srinivasachetan

### **Executive Summary**

Product Leader with 25+ years of experience with proven expertise in shaping and scaling platforms across data platforms, supplier ecosystems, quality management, and mobile solutions. Building and mentoring distributed product teams. Authored internal whitepapers on developing PMs into thought leaders, embedding mentorship and capability building into product culture. Currently driving Agentic AI innovation across platforms.

### **Signature Achievements**

#### **Walmart | Director of Products – Supplier Experience & Quality and Collaboration | Jan 2023 – Present**

- Hired and mentored high-performing PM teams; embedded OKRs linking product outcomes to business KPIs.
- Authored whitepapers on developing PMs into thought leaders, shaping frameworks for mentorship and capability building.
- Led Walmart's Supplier Experience & Quality ecosystem, streamlining supplier experience and quality inspection and analytics - driving measurable improvements in process efficiency(+30%), and reducing sales loss(potentially \$120M)
- Launched AI powered collaboration app integrated into Walmart's ecosystem - enabling merchants, suppliers and sourcing to resolve issues faster and enhance decision-making across geographies.
- Drove design thinking workshops with UXR and UXD; influenced roadmaps with executives and created concepts leading to 100% adoption of platforms.

#### **Tesco | Sr. Product Manager – Data Products (Pricing, Promotions, Forecasting) | Feb 2018 – Dec 2022**

- Shaped Tesco's Data Products in Pricing, Promotions & Suppliers – Increased data coverage from 0 to 97%; automated lineage for 80% of datasets and increased userbase YoY by 30%.
- Led cross-functional collaboration with Data Science to design and deploy AI/ML solutions that reduced revenue loss from ~20% to less than 1%
- Delivered ~£45M bottom-line impact through data product initiatives

#### **3M India | Product Marketing | Jun 2011 – Feb 2016**

- Led 3M's product portfolio in Automotive repair products and drove margin expansion from 23% to 40% through strategic pricing, optimized product mix, and reformulation initiatives
- Scaled topline from 0-> \$1M within 6 months through strategic product introductions in the two-wheeler products and GTM execution

**Summary of early experience:**

- Led CRM and HR product suites in Nexstep, Infotech, in a fast paced start-up ecosystem.
- Proposed techno-commercial solutions as a pre-sales consultant in Wipro
- Led scrum teams to create a world class online ticketing solution for European market

**Professional Experience**

|                    |  |                       |
|--------------------|--|-----------------------|
| Walmart Sourcing   | Director of Products                       | Jan 2023- present     |
| Tesco              | Sr. Product Manager                        | Feb-2018 – Dec - 2022 |
| 3M India           | Product marketing manager                  | Jun – 2011-Feb-2016   |
| Entrepreneur       | Co-founder & Agile Coach                   | Feb 2016 – Jan 2018   |
| Thoughtworks       | Lead Business Analyst                      | Apr 2010 - Apr 2011   |
| Wipro Technologies | Pre-sales consultant                       | Oct 2007 - Apr 2010   |
| Nexstep Infotech   | Sr. Product Lead                           | Apr 2005 - Oct 2007   |
| Planman            | Consultant                                 | Mar 2004 - Mar 2005   |
| Wisdom/Thrulogic   | Software engineer/Sr.<br>Software engineer | Jan 1998 - Apr 2002   |

**Education**

- MSc, Analytics – BITS Pilani (2017–2019)
- Senior Management Program – IIM Calcutta (2012–2013)
- Post graduate diploma in management – IIPM, New Delhi (2002–2004)
- BE, Electrical & Electronics – UVCE, Bangalore University (1993–1997)