AJAY NAIR

**MBA 2017 | Product Management and Strategy**

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**EDUCATION**

**UNIVERSITY OF ILLINOIS Urbana-Champaign, IL**

MBA, Product Management and Strategy (3.7/4.0 GPA) **May 2017**

Dean’s Fellow

**MAHATMA GANDHI UNIVERSITY Cochin, India**

Bachelor of Engineering, Applied Electronics (3.8/4.0 GPA) **Apr 2010**

**PROFESSIONAL EXPERIENCE**

**Cisco systems, inc. Jun 2016 – Aug 2016 Product Manager Intern, Market Strategy**

* Developed and implemented a go-to-market strategy poised to increase market share over the next FY by more than 20% of TAM for a $130M+ product portfolio in fabric channel enterprise switching.
* Devised a targeted bundle solution for key channel partners through confirmatory data analysis (CDA) and predictive analytics on sales data over the last 12 months creating a potential $15M opportunity.
* Interviewed and identified key channel partners and designed targeted promotions needed to grow business by 15%.
* Collaborated across business development, partner account management, sales, finance and technical teams in addition to channel partners to comprehensively assess competitive landscape in the channel.

**INNOVATION IMMERSION PROGRAM (IIP) Sep 2015 – Jan 2016 Senior Product Consultant, Cyber Security**

* Tailored, built and presented to the EVP of the client company (a Fortune 100 leader in risk management) a product package which empowered client to expand its customer reach by 35%.
* Implemented product management techniques including agile evangelization to develop product that decreased cyber risks to business and government organizations by up to 55%.
* Recruited and trained a 6-member team based out of 4 countries to craft 75% of the project deliverables.

**INFOSYS LIMITED**  **Sep 2010 – Apr 2015**

**Senior Product Engineer, Finacle (Product Management)** Mar 2013 – Apr 2015

* Collaborated with 4 cross-functional teams while managing onsite client consultations and product delivery for 7 projects concurrently to achieve 100% on-time delivery.
* Configured and oversaw setup of efficient offshore product development environments for all South Asia projects, increasing issue closure rate by 40% and saving the company $1.5M.
* Published and presented 3 project related knowledge articles to the unit, reducing turn-around time for product environment related issues by at least 50%.
* Mentored 6 team members and charted their progress, successfully enabling them 4 months ahead of given timelines.

**Product Engineer, Finacle (Product Development)** Sep 2010 – Mar 2013

* Effectively supervised testing of product versions resulting in an upgraded business transformation contract worth $6.5M with client.
* Developed a comprehensive High-Level Design document for newer version of the product, reducing maintenance overhead by 8%.
* Resolved several critical patch deployment and product functionality issues leading to drop in issue count by over 70% for the project and subsequent renewal of contract by client.

**ADDITIONAL SKILLS AND AWARDS**

* Proficient in Tableau, R, SAS, MS Office, MS Project, Python, C/C++, Java, SQL, UNIX, HTML.
* Winner of the 2015 Annual Marketing Case Competition held by the College of Business, University of Illinois.