Nishith Sahu

Director, Product Management, VMware India

Digital Transformation Leader with extensive experience in building Business capabilities in Sales, Marketing, Channel and Order Management domains

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WORK EXPERIENCE (15+ years)

VMware, India – Director, Product Management
03/2012 – Present

India Site Leader: Lead 35+ Product Managers to build Commerce platform with SaaS focus covering Demand to Quote and Order to Fulfill capabilities

Product Roadmap: Setting product vision, strategy and own roadmaps of Business applications in Sales, Channel, Order Mgmt & Customer Support domains

Feature Prioritization and Requirement Definition: Drive cross domain backlog grooming, prioritization and requirement definition for features sets

Executive Alignment: Establish VP+ level strategic relationships to secure alignment on Biz Domain roadmaps

People Management: Build a thriving culture that incentivizes hyper performance. Hiring, Coaching and setting team members on right career development plans

Organizational Development: Develop India site by organizing Conferences, setup Innovation office, establish career ladders and launch employee recognition programs

Notable Achievements:

- Improved Sales productivity by reducing GTM planning cycle time by 50%
- Redefined RTM and launched new partner portal for 75K VMware channel partners leading to recognition of 5 stars from 2 stars by CRN
- Improved Demand Gen activities by improving Lead Territory assignments from <50% to over 95%
- Led M&A integration, thereby setting SD-WAN BU on a growth path from $150M to $450M in 2 years

Wipro Technologies – Senior Business Analyst
03/2010 – 03/2012

Functional Consultant: CRM functional expert on Salesforce.Com (SFDC). Facilitate Requirements Discovery sessions, prepare BRDs, conduct CRP and drive UAT

Program Management: Prepare SOW, Project Plan, Project status reporting, manage Team and Operating Margins

Pre-Sales: Conduct due diligence, prepare POCs and feasibility assessments to advise clients on CRM roadmap

Hewlett Packard India – Business Analyst
04/2009 – 03/2010

GTM Strategy: Provide Sales Leadership with cross-sell/ up-sell insights based on propensity models of customer size and share of wallet, install base and buying patterns

Customer Service Transformation: Improve operational efficiency by standardization of Issue to Resolution process

Robert Bosch India – Sr Software Engineer
02/2005 – 03/2007

Product Development: Launched multiple productivity features for Source code version control tool used by over 2000 R&D engineers improving time to market for ECU

Infosys Technologies – Software Engineer
12/2003 – 02/2005

Product Development: Built wire transfer infrastructure for interbank fund transfers using IFX and SWIFT international financial standards

ACADEMIC QUALIFICATIONS

Post Graduate Diploma in Management (PGDM) – Xavier Institute of Management, Bhubaneswar [2007-09] CQPI - 5.62/ 8

BE (Computer Science) – Birla Institute of Technology, Mesra, Ranchi [1999-2003] 80.5%

CHSE (Science) – Ravenshaw College, Cuttack [1997-99] 82.8%

ICSE – Cambridge School, Cuttack [1997] 86.2%

SKILLS & COMPETENCIES

Leadership	Product Management	CRM-SFDC	Digital Transformation
Business Architecture	Business Consulting	Program Management	Business Process Mgmt

PROFESSIONAL CERTIFICATIONS

Predictive Analytics for Business Forecasting – IIMB [2019]

Manager as a Coach – Neuro Leadership Institute [2018]

Design Thinking – IDEO, IIMB [2017]

Six Sigma Black Belt – KPMG [2017]

Dale Carnegie High Impact Presentation [2014]

Scrum Certified Product Owner – Project Management Institute [2013]

Salesforce.com ADM, Sales Cloud and Service Consultant [2011-2021]

AWARDS & RECOGNITIONS

Finalist in OPEX and BTOES – Best Business Transformation [2018]

Elevate your Best Award – VMware VeloCloud BU [2020]

Top Performer Award, Most Impactful and EPIC Awards – VMware: WW Business Operations, BTA, India Center [2012-20]

Circle of Excellent Award – VMware Office of CFO [2017]

Feature in my Cap – Wipro Tech [2011]

Outstanding Contributor – Gasoline Tools Division, Robert Bosch India [2006]

Winner of UNNAYAN – International Tech Event, BIT Mesra: PATeNotices online portal [2003]

VOLUNTEER EXPERIENCE

Chief Student Coordinator, XIMB Alumni Association [2008]

- Led 2X growth in Alumni Meets and Homecoming participation within a year across 6 locations
- Launched XIMB Alumni Website to 5000+ members
- Editor of X-Post, Alumni Newsletter

INTERESTS

Tennis	Squash	Cricket	Football	Travelling