VIDUR S. BHATNAGAR

Product Management | Development | Innovation

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SUMMARY

Hands-on technical product manager, with a proven track record of defining novel product concepts and leading product development from concept to launch. Having successfully delivered several enterprise SaaS products, including at my own Healthcare startup, my expertise lies in understanding customer needs and defining innovative solutions, architecting complex end-to-end cloud and AI/ML products, setting up high-performance teams and communicating with both technical and non-technical stakeholders across multiple teams. I possess a unique blend of business and technical skills and enjoy spending time with clients, both internal and external.

SKILLS

- **Product Management** (Prioritization, Roadmaps, GTM and Pricing Strategies)
- **Full-Stack Development & Cloud Architecture** (Java, JS, SQL, AngularJS, Ionic, Cordova, React, NodeJS, Git, AWS)
- **Data & Analytics** (Python, Tableau, PowerBI)
- **Sales & Marketing** (Streak, Zoho, Hubspot, Mailchimp)
- **UI/UX** (Photoshop, Inkscape)
- Exceptional interpersonal and communication (written and verbal) skills with an ability to build cross-functional consensus

ACHIEVEMENTS

SLALOM LLC   JAN 2019 – PRESENT
Practice Area Lead - Product Management, Data & Analytics

- Launched pilot product (for sales intelligence) across 5 markets
- Additionally, selected as a Solution Architect in a team of 6 (across 300 internal applicants) for Slalom's largest philanthropic engagement with SightLife

KERITON LLC   MAR 2016 – AUG 2018
Founder, CEO & Chairman of the Board

- Secured $1.2M in multi-year B2B contracts
- Raised $1.6M in funding from institutional VCs like BioAdvance, DreamIt, Penn Medicine, IBX, etc.
- Won 14 national and international awards namely Gold Stevie Award Startup of the Year (Business), Gold Stevie Award Startup of the Year (Tech), Impact Pediatric SXSW pitch competition, etc.
- Generated 30+ news articles across national and international media outlets, leading to top SEO results
- Zero downtime (in 1.5 years) with 99.99% uptime SLAs

SAP LABS INDIA   FEB 2013 – JUL 2015
Product Owner & Software Development Engineer

- Youngest Product Owner (Globally)
- Technical Fellow (Managing Director's Office) - 2013
- Employee of the Year (Spirit of Innovation Category across 4500 employees in India) - 2013
- Star Employee of the Managing Director's Office - 2014

MISCELLANEOUS

- Granted O1 visa (for extraordinary skills) by the US government (2017) and approved for EB1 Green Card (2019)
- 3 awards at PennApps (world's largest hackathon) for Best Entrepreneurial Hack (Fall 2016), 2nd Grand Prize (Spring 2016), 2nd Grand Prize (Fall 2015)
- Government of India scholarship for academic excellence (for 5 years from 2008 - 2013)

PROFESSIONAL EXPERIENCE

SLALOM LLC
Leading a team of high performing employees (HPEs) for a machine learning driven sales intelligence tool.

- Working at the strategic level to propose innovative solutions
- Creating and prioritizing user stories and incorporating them into release planning
- Establishing a regular communications cadence for product stakeholders and executives
- Working with an agile engineering team to define and validate the technical approach, strategy, and deliverables
- Providing thought leadership on how to build and deliver SaaS the right way

KERITON LLC
Created the world's most advanced breast milk management SaaS platform for hospitals - from inception to product development to GTM. The platform has safely completed 100K+ feeds and prevented $10M+ in HIPAA fines to date.

Product Management
- Defined the various stages of a product lifecycle from vision to go-to-market to pricing strategies
- Regularly conducted design thinking sessions with customers to identify requirements/improvements
- Translated functional requirements to technical features and built internal and external product roadmaps
- Coordinated multiple go-live activities across several stakeholders on the customer's end

Product Development
- Architected the entire platform - 2 apps, 4 products, 40+ workflows, 60+ database tables/views, and 80+ APIs
- Managed a lean team of 5 engineers with bi-weekly sprint releases and performed all code reviews
- Developed majority of the Kare Nurse app (workflow engine, rules engine, socket-based printer integrations, etc.)

Sales & Marketing
- Setup a comprehensive sales process and launched a monthly newsletter delivered to 10,000+ recipients

UI/UX
- Designed the brand guidelines including UI/UX for 40+ screens, website, decks, one-pagers, flyers, etc.

SAP LABS INDIA
- **Enterprise Visualizations & Dashboards** – product management for SAP Cloud for Planning and SAP Lumira
- **Moneyball for Cricket** - implemented predictive algorithms on SAP HANA to build a suite of sport analytics tools
- **Social Flex Seating** (Stanford) - product management for a group ticketing platform
- **Augmented Reality Platform** - developed a geo-location-based Android platform integrated with SAP backend

EDUCATION

UNIVERSITY OF PENNSYLVANIA   2015 – 2016
Candidate for MS in Robotics (Major – Artificial Intelligence)   GPA – 4.0 (on 4)

JAYPEE INSTITUTE OF INFORMATION TECHNOLOGY   2008 – 2013
Dual Degree in MBA (HR) & BS (Computer Science)   MBA GPA – 8.9 & BS GPA – 8.5 (on 10)

PATENTS & PUBLICATIONS

- Visualization of Key Performance Indicator Dependencies (US)   Jun 2017 (**Issued**)
- Optimization Using Statistical Estimation (US/EU)   Apr 2016 (**Issued**)
- Virtual Split Dictionary for Search Optimization (US)   Dec 2015 (**Issued**)
- Improved Expression of Breastmilk via Automated Methods (US)   Jun 2016 (**Filed**)
- Multi-Dimensional Visual Analytics for Industries (US/India)   Sep 2015 (**Filed**)

- In-Memory DB Optimization Using Statistical Estimation (IEEE CCEM 2015)   Nov 2015 (**Published**)
- A Cost-Effective Sign Language to Voice Emulation System (IEEE IC3 2015)   Aug 2015 (**Published**)