

VIKRAM DEVAGUPTAPU

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SUMMARY

Holds over a decade of professional experience in technical product management, business analysis and sales, with a proven track record of success in research, commercialization of technology, launching software products, and working with cross-functional teams. Additionally, I have developed a robust coding capability, which I have been diligently practicing for over six months, as evidenced by my [GitHub profile](#). Able to build relationships with diverse stakeholders from different industries. Diverse background is enhanced by my education from the University of New Brunswick, Canada and my experiences living in London, Singapore, and India.

EDUCATION

University of New Brunswick , Fredericton, Canada Certificate in Full-Stack Software Development	April – Oct 2023
University Of New Brunswick , Fredericton, Canada Master of Engineering in Technology Management Entrepreneurship (M.Eng.TME)	Oct 2017
Hult International Business School , London, UK Master of International Business (MIB)	Aug 2010
Jawaharlal Nehru Technological University , Hyderabad, India Bachelor of Technology in Electronics and Instrumentation Engineering	May 2008

WORK EXPERIENCE

Horizon Health Network , Fredericton, NB, Canada <i>Research Coordinator - One-year contract, Full-time</i> <ul style="list-style-type: none">Participates in and coordinates the planning, development, and implementation of research protocols in accordance with research parameters.Plans and executes recruitment, enrollment, and retention programs for clinical research subjects, including overseeing the research team and reporting to the principal investigator.Collaborates with investigators, various department stakeholders for successful research and intervention testing.Establishes data collection systems, monitors data collection, and ensures data integrity.Monitors and records patient responses to interventions and explores the opportunities for integrating technology to scale the interventions.Representing and promoting research objectives to internal and external stakeholders.	Mar 2023– Present
ServUs Health Inc , Fredericton, NB, Canada <i>Technical Product Manager - Full time</i> <ul style="list-style-type: none">Developed and launched a e-health technology platform as a spin-off from the research conducted at the University of New Brunswick.Responsibilities included end-to-end commercialization process from idea to revenue generation, product management, engaging with older adults & service providers as users, collaborating with multidisciplinary teams, and overseeing user experience and design.Adapted the product to meet market needs, and presented the company to venture capitalists, potential customers, and all relevant stakeholders, both nationally and internationally. Successfully secured funding through participation in an accelerator program, and government programs.	Dec 2017– Feb 2023

University Of New Brunswick , Fredericton, NB, Canada	Mar 2018 – May 2019
<i>Research & Development Director, Contract</i>	
<ul style="list-style-type: none"> ▪ Reported to the principal investigator, and as a co-applicant successfully wrote grants and secured funding. ▪ Established academic research partnerships with the Center for Aging and Brain Health Innovation and ResearchNB (formerly New Brunswick Health Research Foundation) ▪ Responsible for obtaining approval from the research ethics board, recruiting research participants, conducting research on digital health, hired user research analysts, technology partners, and prepared written reports. 	

University Of New Brunswick , Fredericton, NB, Canada	Jan 2017 – Apr 2017
<i>Teaching Assistant - Mechanical Engineering, Contract</i>	
<ul style="list-style-type: none"> ▪ Assisted with overseeing Mechatronics lab sessions, providing support to the professor in conducting in-class student design presentations and evaluations for term projects. Assumed responsibility for initial review and evaluation of project reports. 	
<i>Promotion and Marketing Assistant - Centre for Musical Arts, Contract</i>	
	Oct 2016 – Mar 2017
<ul style="list-style-type: none"> ▪ Managed the promotion of the music on the hill concert series through various online & offline media channels. 	

Magenta Global Pte Ltd , Singapore	Mar 2014– Aug 2016
<i>Sales Executive - Full-time</i>	
<ul style="list-style-type: none"> ▪ Responsible for corporate sales of training workshop solutions. ▪ Conducted market research and negotiated with clients. ▪ Provided mentorship to team members and handled post-sales operations. 	

TRAININGS –COMMUNICATION, RESEARCH, COMMERCIALIZATION
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Horizon Health Network , Fredericton, NB	Apr 2023
TCPS2: CORE 2022, Good Clinical Practice, Clinical research for a rookie, Research services privacy in Research, and Informed consent training	

Communication Of Health Research & Innovation , Fredericton, NB	Jan 2023
Led by Dan Henwood at Clarity Studio, with support from the New Brunswick Health Research Foundation.	

Pitch Coaching , Fredericton, NB	Jan 2023
Facilitated by Linda S. Plan at Plano & Simple and supported by Opportunities New Brunswick.	

I-STEM Program , Fredericton, NB	Sep- Nov 2019
Conducted 64 B2B user interviews to iterate & validate the problem statement through an 8-week lean startup program, guided by mentors from the University of Washington and the University of New Brunswick.	

TECHNICAL SKILLS

Frontend: HTML5, CSS, JavaScript, Bootstrap, Handlebars

Backend: Node.js, Express.js, REST API (including web API, 3rd party API, and server-side API,), GraphQL, MySQL, MongoDB

Frameworks: React, MERN Stack

Architecture: Model-View-Controller (MVC)