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Objective: I am an experienced Product Manager with Program Management qualities, Where I have spent 9+ years of my experience across various roles. Looking forward to being an aspiring Product Manager as a next step in my career.

Key Result Area: Market Research, Requirement Gathering, Product Management, Program Management, Scrum, Agile.

Experience: I am a techno-functional individual, who has built successful products in my career and gained experience across various levels of companies from well organized corporates to Start-ups - wearing various hats of responsibilities. I am a person who doesn't go by titles rather go with the skills I have. A self starter , quick learner (eager to learn), lead by example, highly empathetic.

November 2018 - Till date
August 2018 - October 2018

Wall Street English (Continued Employment)
Pearson India Pvt Ltd

Scrum Master/Product Owner:

- Enabled Digital business - Which generated US \$149 Mn in 6 Months.
- WhatFix - Integration for increasing digital adoption by end users. Achieved 95% customer Satisfaction
- Automated scheduling process with Artificial Intelligence - Informatica (vendor). Reduced manual effort 0%.
- Manage end to end - Product Development Life Cycle
- Lead 3 Agile Teams development - Native Mobile App Development, Analytics and reporting, Web Application Team
- Conduct Agile Ceremonies for the agile teams - Sprint Grooming, Planning, Review and Retrospection.
- Prioritize Backlog using MOSCOW prioritization.
- Addressing feature requests, validating and checking on the feasibility of features to be implemented to improve efficiency.

March 2018 - July 2018

Made by Fire Digital Agency

Head of Project Delivery:

- Crafted end to end delivery process for the Scrum Master's to follow - Right from Resource requests to delivery of the project.
- Hired and Coached the entire organisation with Agile Principles and Software development methodology - Increased product efficiency by 80% by time consumed for progressing on the project.
- Managed multiple Product developments.

April 2017 - March 2018

OneCipher Solution



Manager Product Management:

- Launched 3 Products under the brand of "Vroom" namely VroomRides, VroomPack and VroomCorp.
- Scaled product revenues through above product to \$1 Million.
- Built a highly configurable SAAS account setup system, to accommodate 90% of Customer needs with highest flexibility in feature enablement, and pricing.
- Have been instrumental from the ideation to delivery of the Product to customers.
- Performed Competitive Analysis - SWOT
- Created business model canvas to understand the feature positioning and benefits of the feature to business.
- Built a roadmap for 2 Years.
- Created and managed product backlog, performed UATs of the stories.
- Elicitate with customers - through surveys(KANO Model), direct meetings and work on their feedback.
- Taken care of API integrations with customer software for achieving efficiencies in operations.

Jan 2016 - March 2017

Redmart India

Senior Master Data Analyst:

- Generate Reports on KPIs which help businesses make decisions - using Custom SQL Queries for visualising in Tableau.
- Product Management - Coordinate with Engineering Teams for respective Product requirements
- Manage agile teams and conduct agile ceremonies.
- Lias between business and development teams - improved efficiency by 100%.
- Create and Manage - User Stories, Perform UAT, Present Demo to Stakeholders
- Built Suite of SAAS Products 1) Cost Price Management Portal 2) Item Master 3) Image Management Portal 4) Template Builder 5) Promotions Creator
- Helped in generating revenue of US \$20Mn Annually. Lead to successful acquisition of the company by Lazada (Alibaba owned Company).

Associate - Catalog Operations

- Managed catalog operations - Automated all the manual touch points, helped achieve productivity by 60%.
- Have worked upon reducing the time taken by 80% for the product to be made available in the Amazon marketplace, from seller submission to being Live.
- Was part of the Change management program
 - Managing change requests from retail business operation teams
 - Coordinating with business stakeholders for approval and implementing the features for optimizations
- List price management program was successfully driven by coordinating with various stakeholders and eliminated the cost price being entered by vendors and this provided Amazon to get the cost price set automatically for the products.
- Created logics for building more effective and efficient - seller data input templates.

Oct 2011 - May 2012

Photon Infotech Pvt Ltd.

Business Development Executive

- Identifying, generating new business opportunities, clients for the range of Services with respect to the IT industry.
- Preparing action plans, gathering data and schedules to identify the target market.
- Prepare necessary presentations, proposals for client interaction.
- Create Business model canvas
- Gather requirement from client and translate it to Product Requirement Document

Education:

Degree, Specialisation	College Name	Year	University
MBA, Retail Management	Loyola College	2012 - 2014	Pondicherry University
<u>M.Sc.</u> , International Management	Royal Holloway University of London	2010 - 2011	University of London
B. Tech, Information Technology	St Peters Engg College	2006 - 2010	Anna University

Skills & Competencies:

Tools Used *GitHub, Trello, Pentaho Kettle, Postgres, Tableau Desktop, Metabase, MS Office, Robomongo, SCALE (Manhattan), EPICOR (ERP), FreshDesk, Salsify (Data Management), Amazon internal tools, JIRA, Confluence, ASANA (Product Management tool), JustinMind (prototyper), Balsamiq (prototyper), Roadmunk (Roadmap creator), Clevertap, Leap.Hubspot (CRM)*

Languages *Python (Basic), SQL (Intermediate) , PL and SQL, ETL (Basics)*

Database *MySQL, Oracle, Mongo DB, Amazon Redshift*

Certifications:

Certified Scrum Master (CSM) - Scrum Alliance
Certified Scrum Product Owner (CSPO) - Scrum Alliance
Certified RPA Business Analyst - Automation Anywhere
Certified RPA Program Manager - Automation Anywhere
Certified SAFe 4 Agilist - Scaled Agile
C, C++, Java, J2EE - NIIT

Place: Chennai

Signature: C Vijay