

# KRISHNA SHARADA MANNE

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## CAREER SUMMARY

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Seasoned Product Manager with over 11 years of software engineering expertise, adept at leading product strategies and innovations for multimillion-dollar portfolios in diverse Technology sectors. Expert in applying AI and ML to enhance product functionalities and customer engagement. Proven track record in spearheading cross-functional teams to drive significant market growth and operational improvements of revenue of \$800M

## AREAS OF EXPERTISE

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- Product management
- Problem Solving
- Market & Competitive Analysis
- Customer-Centric design
- Agile Methodologies
- Customer-Centric design
- Strategic Thinking, Data analytics
- Stakeholder Management
- Artificial Intelligence & Machine Learning
- Risk Mitigation & Planning
- Scope & Budget management
- Python, R, C, C++, Java, Javascript

## WORK EXPERIENCE

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**Arovia; USA**

**July'24 - Present**

**Product Manager**

- Crafting and executing product and marketing strategies for 2-in-1 portable display and projector products, projecting a 60% month-over-month increase in customer inflow and a 25% conversion rate
- Managing budgeting, market analysis, product development, sales strategies, marketing and risk mitigation

**Dell; USA**

**May'23 - Aug'23**

**Product Manager**

- Orchestrated product strategy for storage and server solutions, overseeing customer adoption, engagement and retention, including technical marketing, resulting in revenue of \$200M+ within 6 months
- Crafted market research, competitive analysis, market sizing, 40+ customer interviews studies, in-depth analysis using AI, working backwards to identify 8 potential enhancements and driving sales enablement.
- Devised roadmap prioritizing 4 user stories, redefining pricing strategy, customer experience software, Subscriptions, digital marketing materials; and benchmarked using A/B tests and North star metrics.
- Evaluated trade-offs and devised roadmap, launch plan prioritizing 3 enhancements, streamlining workflows through improved data granularity, reducing \$150,000/year in OPEX
- Championed cross-functional team discussions to evolve product needs including pricing & costs, aiming to establish a central hub for engagement; 65% boost in product margins
- Redesigned chatbot, customer journey software using AI by tailoring to the skill levels of customers, 55% increase in Customer satisfaction score (CSAT)
- Evaluated with A/B tests, KPIs, dashboard metrics and implemented iterative feedback post presentations to the leadership team

**Qualcomm; India**

**Oct'19 - Aug'22**

**Product Owner**

- Delivered end-to-end product solutions in the Connectivity domain by leveraging open-source community, frameworks & wireless protocols to facilitate faster speeds, lower latency, enhanced energy efficiency
- Led 30+ team cross-border, cross-functionally to build software and firmware in IOT, Compute, SmartPhone, Automotives partnering with third-party vendors, ODMs, Product; \$800M in revenue
- Identified & developed experimental connectivity features; showcased at international conferences, and secured \$2M in revenue via agreements with 2 key clients

- Led the negotiation for the mass market delivery of Open-Market Laptops by Acer and Sharp, resulting in the sale of 70 million units in 3 years
- Led bring up of software stack in Qualcomm's enterprise and mid-market products by supervising a cross-functional, multinational team of over 30+ engineers and data scientists
- Pioneered an effective Go-to-market strategy, facilitating targeted demos at MWC aligned with customers brands, attracting 35+ C-Level executives, and driving 25% revenue within 4 months
- Spearheaded operational cost reductions across cross-functional teams, suppliers, and sales channels through effective negotiation for 0-1 bring up of Connectivity Software in partnership with Google, \$300M in sales

**Qualcomm; India**

**Feb'16 - Sep'19**

**Senior Product Engineer**

- Spearheaded feature development & modularization efforts for device power optimization by collaborating with product/program managers, system engineering and Test teams
- Examined customer support data using ML models and revitalized customer experience to streamline bug resolution, boosting customer satisfaction score (CSAT) by 55%
- Empowered Sales & Marketing teams for targeted demos at international events, with custom ad hoc features that align with brand identities of customers, attracting 35+ C-Level Executives
- Championed AI driven automation tools as Cloud-native apps ( SaaS ) for boosting customer issue TAT, boosting customer satisfaction by 60% in 2 months, reducing OPEX by 40%, driving 30% YoY revenue
- Fostered strategic partnerships with OEMs, Suppliers, Product, Strategy and Marketing, Customer Success, Support teams, over a portfolio of customer products, culminating in \$XXXM+ in revenue.
- Built ML tools for various connectivity applications

**Nokia; India**

**May'14 - Feb'16**

**Product Engineer**

- Steered product roadmap to modularize features into scalable components in network
- Designed and built security features for network devices, VPN; revenue up by 35%
- Led end-to-end development of SCADA product for monitoring and controlling, natural resource using specialized hardware sensors and devices, leading to 200M\$ in revenue
- Orchestrated the design and launch of software for handling the network security, stability and performance, in devices in collaboration with teams in Europe, the US, and the Middle East, leading to a 45% increase in network uptime and \$500M in revenue

**Tejas Networks; India**

**Jul'11 - Apr'14**

**Product Engineer**

- Designed & built advanced functional & performance features for network devices; 45% boost in revenue
- Strategized, implemented algorithms to capture, optimize quality of fingerprints; 98% accuracy
- Orchestrated the product building of cutting-edge tools for monitoring and fault detection 35% increase in efficiency, 45% enhancement in system security
- Location Based Alarm monitoring Mobile Application

**EDUCATION**

**MBA (STEM), Product Management and Strategy, Rice University, Dean's Scholarship**

**Aug'22 - May'24**

Vice President - Technology and Consulting Clubs, Coursework: Customer Experience, AI customer analytics

**BS, Computer Science Engineering, Osmania University, India**

**Aug'07 - May'11**

Vice President – Computer Networks Club, Coursework: Artificial Intelligence, Embedded Systems, Data Mining

**ADDITIONAL INFORMATION**

**Certifications:**

SAFe Agile 6.0 POPM, AI for Product Management, Machine Learning, AWS Solutions Architect

**Technical:**

Artificial Intelligence, Machine Learning, Deep Learning, Linux, Android, Computer Architecture, AI for business analytics, RTOS, IOT, Automotives, Embedded systems, Wireless technologies, Cybersecurity, OpenCV, Microservices, AWS

**Tools:**

Problem-solving, Design Thinking, Agile methodologies, Figma, Aha, Git, Tableau, Power BI, Adobe Analytics, Advanced Excel, MS Office, Go-to-market Strategy, Compliance, Data centers, Lifecycle Management, Project Management, User Research, Process Improvements, Product Requirements, Technical Analysis, Product Design, Computing Platforms, Design Strategies, Prototyping

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