**Saket A**

**Boston, MA**

**pardeep@vlinkinfo.com**

**ppwl123#**

**SUMMARY:** A seasoned **senior project manager** with **10+ years of experience** and **master's degree in computer science engineering**. Proven track record of managing complex projects in **transportation**, **logistics**, and various other industries. Expertise in **legacy system modernization**, cloud migration, and implementing **lean and agile methodologies** within the **M&A**. Experienced **Scrum master** with **proficiency in JIRA, Aha, and Monday**. Recognized for delivering keynote presentations on business growth and **innovation**.

**Core competencies:** Product/Project/Program (management, development, strategy, operation) for:

● Project Management (Agile, Waterfall, Hybrid) ● Technology Integration (finance, supply chain) ● Financial Planning & Budgeting (CapEX, OpEx) ● Team Leadership & Mentoring

● Strategic Planning & Execution

● Process Improvement

**Achievements:**

● Vendor Management

● Intellectual Property

● Risk assessment

● Technology development (digital platform, AI) ● M&A Integration

● B2B ⇄ B2C

● Ex-Deloitte, Wayfair, Schneider Electric, Law Firms, SAP, Motorola

● Cross functional experience

● Partner across organizational boundaries to envision tech futures

● Reported to CTO, CTO, CFO, CPO (all C- Suites)

● Experience in both software and hardware products

**Presentations and accomplishments** – Keynote speaker sought on topics ranging from Technology strategy in China, to leading innovation growth

● **Visiting faculty in Franklin Pierce Law School**, New Hampshire.

● **VEX Robotics judge** 2019-2023 ● **IP Minds USA Summit** - Boston: “Bridging the gap between R&D & legal”. 2020 ● **IP Minds USA Summit** - Boston: “Benefit from inter/intra-industry collaboration through open innovation. 2020 ● **The 5th Annual IP Strategy Summit** - Boston: Panelist in “International IP Strategy”. 2019 ● **The 4th Annual IP Strategy Summit** - Boston: CASE STUDY – Panelist in **“**IP Litigation in China: How to Defend and

Protect Your Patents in Today’s China”. 2018 ● **The 2nd Annual IP Summit** – Philadelphia: Panelist in “Building a Defensive IP Strategy”. 2018 ● **IP Strategy Innovation Summit** - San Francisco, CA: Presentation on **“**Generating IP! But There Is Nothing New,

Innovative, Or Patentable In Our Project”. 2015 ● **Indian Patent Law for international lawyers**, SAP Labs, Las Vegas. 2007 ● **IPR and its strategies**, SAP Labs, Nice (France). 2006 ● **Develop Company strategy around IPR**, CPA Global (formally Intellevate), Bangkok. 2005 ● “**Compact Knowledge Discovery: A Core Based Approach**” – an award-winning paper selected by the Institute of

Electronics Telecommunication Engineers (IETE) India. 2003 ● “**Securing Cellular Network**” at Electronics Research and Development Center, India. 2002 ● “**Jumping the Firewall**” at Electronics Research and Development Center, India. 2002 ● “**Tracking Radars**” at Hindustan Aeronautical Limited, India. 1999

**Education**

● **Indian Institute of Technology (IIT)-Roorkee, India**

o **Masters** in Computer Science/Information Technology. *Ranked 2nd.* 2001-2003 ● **Government College of Technology, India. Bachelors** in Electronics and Communication Engineering 1995-2000

**Interests**: Three times gold medalist in the national level Taekwon-Do Championship, meditation (teacher), voracious reader, avid traveler, and amateur photographer (photograph selected by BBC)

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**Work Experience:**

**Deloitte**, Boston, MA | **Sr. Project & Product Management** for Risk and Financial Advisory **March 2022 - June 2024**

● Driving end-to-end **financial products** for the **largest bank in Japan** with **Gen AI capability**, from concept to market launch, ensuring alignment with market needs, customer feedback, and business goals. **Budget of $28M.** ● Spearhead the **development of roadmaps** for a suite of **SaaS** financial service **products**, including market evaluation, technology selection, and budget allocation, resulting in **35% increase in annual recurring revenue** within one year**.** ● Focused on the **modernization of financial technology**, collaborated with cross functional teams to deliver tailored technology solutions, **driving transformation and innovation**.

● Directed **project management initiatives by creating epics** for a range of enterprise software solutions, **3% increase in annual revenue** and serving over **80 clients worldwide**.

● Developed **protocols and benchmarks** for **technology risk assessment, AI strategies, intellectual property risk assessment**, and **integrating generative AI** into product portfolios**.**

**●** Delivered **presentations to C-Suite executives**, and **trained teams** to foster a **culture of innovation**, accountability, and continuous learning.

● Managed the conversion of **legacy IT systems to modern languages**, leading to enhanced system performance and reduced operational costs.

**Wayfair**, Boston, MA | **Project and Product Manager** for Head Trade Business Operation | **July 2020 – January 2022**

● **Awarded Best Project Manager of the Year;** demoed and licensed a **cloud-based AI transportation logistics product** to Fortune 500 clients, focusing on **global trade compliance for supply chain management.**

● Led the successful launch of **two product releases in risk and compliance**: **pricing model** and **denial party screening**, resulting in **37% reduction in cyber risk**, **25% increase in customer satisfaction** and **15% expansion of customer base**. ● Implemented an end-to-end customer experience for **go-to-market value growth proposition** for two test markets (Canada and Germany).

● Designed, built, and implemented **policy around generative AI** and identified products to **implement AI in supply chain** management and finance, among other verticals.

● Developed **metric to assess legal risk (contract and Intellectual Property)** for onboarding third party tools.

**Schneider Electric**, Boston, MA | **Product Manager** for **Business Unit Officer - Global** | **May 2011 – July 2020**

● Led **product strategy development** at **11 R&D centers**). Concepts ranged from hardware and software for: battery management for EV vehicles, **transportation logistics**, **supply chain**, energy management, and security systems. ● Collaborated with **internal and external M&A teams** to **assess technology** and integrate **intellectual property** portfolios for **effective budgeting**.

● Built a comprehensive **3-year growth strategy after acquisition**, with projections to **generate $650M in revenue**, and won approval from internal stakeholders to establish a new division.

● Partnered with global **cross-functional R&D sites** to analyze requirements, **user stories from clients** and **blocking competition**. Established sprint, **agile, and lean methodologies** process for program managers, this helped to **create proof of concept** to validate ideas.

● Implemented a global **product and program management process** roles for engineers, legal, and VP’s, by tracking key performance indicators. The **innovation growth increased 27% in 2 years**. Led a team to implement it globally. ● Executed **growth metric for various business functions** such as sales & marketing, product management, R&D, tendering, project engineering, project management, quality, supply chain, and industrialization.

**RG & Associates**, Morristown, NJ | **Intellectual Property Manager** | **April 2010 – May 2011**

● Created strategic **business plans** to protect innovation of **robocalls & mobile advertisement. Revenue increased 12%.** ● Led a team to research new products, offer creation for **$2.5M investment in call center technology**. ● Developed a path to ensure intellectual property growth of 1% every quarter. On track to surpass estimates.

**Leason Ellis LLP**, New York, NY | **Project Manager** for Scientific Advisor | March 2009 – March 2010 ● Built product differentiators for **healthcare, medical device** (**Dialysis equipment),** resulting in patented innovations. ● Executed current and future **M&A roadmaps** for **Catheters devices**. Company **invested $110M** in these devices. ● Led a team to secure intellectual property emerging from these businesses. In one year, we **filed 80 patents**.

**SAP Labs**, India | **Innovation Specialist** |  **April 2006 - July 2007**

 ● Led team to enhance **SaaS data analyses**, **reducing processing time by 25%.**

● Established **technology partnership** with Indian Institute of Technology – Roorkee. Developed 1 product and 5 patents. ● Implemented global **Intellectual Property awareness program**s, increasing concept submissions by 10%. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_