SHASHANK SHEKHAR

GenAI | STRATEGIC PRODUCTS | TRANSFORMATIONAL LEADERSHIP

PERSONAL DETAILS

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Location: Bangalore-India

ABOUT ME

Dynamic and results-oriented IT Professional with over 30 years of experience in Technical Product Management and software development. Proven expertise in driving product strategy, overseeing end-to-end development processes, and delivering innovative technology solutions within high-pressure environments. Adept at managing geographically distributed teams across diverse cultures in renowned global software enterprises, including Oracle, Hewlett-Packard, and Yahoo.

Passionate about fostering collaboration, mentoring talent, and navigating complex projects to successful completion. Committed to utilizing cutting-edge technologies to drive organizational success and deliver exceptional value to clients.

KEY SKILLS

- AI Strategy
- Product Life Cycle Management
- Project Planning & Implementation
- Agile & Scrum Methodologies
- Scalable B2B SaaS
- GenAI Stack
- Data Analysis & A/B Testing
- MLOps, Github and Automation
- API Development & Integration
- Architecture and Design Patterns
- Entrepreneurship Quality
- Global Team Leadership
- Engineering Development
- Cross-Functional Team Leadership
- Client Management
- Stakeholder Management
- Financial Management
- Cost Optimization
- CyberSec

ACADEMIC

PG Diploma (Software Enterprise Management)
IIM-Bangalore
B.Tech (Computer Science)
NIT-Allahabad

PROFESSIONAL SUMMARY

- Skilled in **leveraging deep technical knowledge and strategic vision** to align product development with business goals, optimize performance, and enhance user experiences.
- Demonstrated expertise in managing all phases of the product lifecycle, **from concept through launch** and post-market performance.
- **Skilled in Agile methodologies**, I have led the development of innovative tech products that boost operational efficiency and drive substantial ROI.
- **Founded and led two AI startups**, refining skills in product management, business development, and operations management, while gaining insights into cloud-based AI.
- Played a key role in the **success of establishing Siebel India and Oracle India,** being employee #1 and #7 respectively. Learnt the importance of wearing multiple hats, very early on in the career
- Led innovative **product development** at major companies, including real-time audience analytics transformation at **Yahoo and LLM integration** with Knowledge-Graph for enhanced career guidance at Entomo.
- **Led global teams at Hewlett-Packard**, fostering collaboration and success across, Bangalore, Nashua, Nice, Shanghai and Tel Aviv.
- Contributed significantly to the growth of **Oracle, Hewlett-Packard, and Yahoo** by tackling enterprise challenges and delivering impactful solutions.
- Known for foresight in **spotting market trends and aligning tech advancements** with business goals.
- Led the development of **HP's data-center analytics product**, a key differentiator that enabled comprehensive what-if analysis across enterprise infrastructure.
- Conceptualize and Built **Oracle's porting machine**, akin to modern Docker Swarm, reducing database release times to simultaneous platform launches within 2 years while excelling in high-pressure environments.

WORK HISTORY

Product Owner, *Fivein45*   *Aug'24-Present*
Project: Intelligent Investment Platform (Investment Advisor Development for Portfolio Management)
Technical Skills: Crew, Langchain, Langraph, OpenSearch, Qwen, Kafka, Chroma, Transformers, Time Series Models, Streamlit, Gemini, Postgress, lot of statistical models, AngelOne SmartAPI

- Developed a personalized investment advisory system for stocks, options, and mutual funds, focusing on individual user needs to enhance decision-making.
- The system provides actionable alerts to reduce information overload, targeting a 5% investment growth every 45 days.
- Integrated real-time and historical stock market data, financial reports, sector news, social media insights, analyst recommendations, and alternative data sources.
- Performed technical and fundamental analyses to identify market trends, including alpha trends, alongside sentiment and news analysis on industry influences.

CTO & Product Manager (Consultant), *Traccel*   *Jan'24-Aug'24*
Technical Skills: Product board, Jira, Figma, Google Forms, Hub spot, PaliGemma, Gpt2, LoRA, Docker, MLFlow, Pytorch, Mongo, React, Node, Python, FastAPI, OCR, NLP, Spacy and Computer Vision

- Led the product vision and roadmap creation, facilitating customer interactions while building a high-performing team to ensure successful execution.
- By delivering machine learning models and pipelines, I drove innovation across the organization and facilitated beta deployment for the Movers platform, which automated OCR'ing invoices, shipping and Bill of Entry processing to automate human-in-the-loop workflow for importers/exporters/warehouses.

Developed a platform for enterprises and MSMEs to access cash against invoices, integrating

Invoice Discounting, Factoring, and Trade Finance, while also implementing secure loan request processing through document encryption and tokenization.

Director Data and Product (Consultant), *Entomo* — *Sep'22-Jan'24*
Technical Skills: Product board, Jira, Figma, Google Forms, Google Optimize, Confluence, Fresh desk, Llama, ChatGPT, QLora Prompt Engineering, Docker, MLFlow, Pytorch, Mongo, Java, Angular, Python, FastAPI
- I led the development of the product roadmap and managed machine learning functions for an employee engagement product.
- Improved user interfaces to enhance the product, increased the reliability of ML models, and addressed issues for accuracy.
- Designed an event-driven architecture with server less components to ensure robust data governance, security, and quality.
- Furthermore, I automated job description and resume extraction through an AWS ML pipeline, effectively processing 20 million data points while implementing NLP models and a custom LLM to support a competency-driven employee engagement model.

Senior Director (Technical Product Manager), *ColorTokens* — *May'22-Sep'22*
Technical Skills: Monday.com, Jira, Confluence, AWS, Lambda, K8, Kafka, ElasticSearch, Spark, Mongo, micro services, node, react, ETL, Prometheus Kibana, Grafana, Python, Jmeter, iPerf, Wireshark, Postman
- Implemented a Zero-Trust security model and developed a scalable architectural vision while fostering collaboration across functional teams. To align with organizational goals, I created KPI dashboards and effectively managed stakeholder relationships.
- Directed a virtual team to enhance performance benchmarks by 5% monthly and developed automated tools for QA teams to improve customer product experiences.
- Through diagnosing cloud platform limitations and pioneering micro-segmentation graph calculations, I achieved a remarkable 250-fold increase in scalability, boosting the platform's capacity from under 200 to over 50,000 distributed agents per cluster.

Senior Director, Zero Trust Network Access (Consultant), *Color Tokens* — *Apr'21-Apr'22*
Technical Skills: Monday.com, Jira, Confluence, AWS, Lambda, K8, Kafka, Mongo, micro services, node, react, ZTNA, Cloud Security, CICD security, Git, Jenkins, bit bucket, code review
- Responsible for hiring, mentoring, and developing talent to build a high-performing team while overseeing relationships with vendors and stakeholders to ensure alignment on project goals.
- Collaborated with sales teams to equip them with the necessary tools and training, enhancing our product offerings.
- Managed project budgets, provided architectural guidance, and implemented strategies for optimizing cloud expenditures without sacrificing service quality.
- Oversaw manual and accessibility testing, VAPT certification, and revitalized a disbanded Zero Trust Network initiative while implementing test-driven development for more agile product releases.

Senior Director, Product Engineering and Analytics, *Brillio* — *Sep'19-Oct'20*
Technical Skills: Program Management, Scaled-Agile across 10 teams making up 400 people, AWS, GCP, Azure, MERN, MEAN, LAMP and DotNet Stack, React Native Stack, Design Review, Ensure 80% code-coverage
- Spearheaded the development and execution of go-to-market strategies, while leading high-impact contract negotiations to secure strategic partnerships and optimize business opportunities.
- Oversaw budgeting processes for optimal resource allocation and financial performance, and established quality processes and reporting systems to maintain project standards.
- Enhanced customer engagement and retention by optimizing CRM practices and focusing on Total Cost of Ownership and Workforce (TCOW) for increased operational efficiency.
- End-to-end P&L ownership from operations, budgeting, hiring, people-development, contract, scope, risk and timeline across multiple large teams for several ISVs at Brillio

Founder & Engineering Head, *Agora Analytics* — *Aug'16-Jun'19*
Co-Founder & Engineering Head, *Dark Horse* — *Jan'13-Jun'16*
Technical Skills: Program Management, Agile, Design review, Code Review, User Stories, BPM, Business Process Insight, Analytics, Big-data, NLP, Computer Vision, DevOps, Git, Jenkins, Bit bucket
- Co-founded a company that developed intelligent capability management tools and created two innovative AI-based products: SmartHire and Talent Chisel.
- Successfully on boarded major clients, including leading banks, insurance firms, and industrial companies.
- Delivered tailored solutions on a unified platform with enterprise security, analytics, and machine learning capabilities, ensuring high client satisfaction.

Director (Audience Analytics), *Yahoo* — *Oct'10-Dec'12*
Technical Skills: People Management, Architecture, Design review, Code Review, User Stories, Data warehouse, Hadoop, Pig, Java, Oracle-RAC, A/A & A/B testing for ads, ROAS/AOS/CAC tracking, *Causal ML, CUPED*

Section Manager (Data-Centre Analytics), *Hewlett-Packard* — *Mar'06-Sep'10*
Technical Skills: Stakeholder Management, Agile, People Management, Architecture, Design review, Code Review, User Stories, Data warehouse, SybaseIQ, Business Objects, Reporting, Dashboard and Cobit Compliance

Senior Development Manager, Oracle Corp, *Oracle & Siebel* — *Jun'95-Jan'06*
Technical Skills: Stakeholder Management, Agile, People Management, Architecture, Design review, Code Review, Set release KPIs, C, PLSQL, Java, Apache, System programming, Networking