



# KUNAAL VERMA

## Head of Product (Industrial Engineering)










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*Accomplished Project Management Professional with ~20 years of experience in leading strategic project and program initiatives to achieve key business objectives and enhance capabilities across diverse domains and geographies. Skilled in building, inspiring, and managing large, multicultural teams to consistently surpass corporate expectations.*

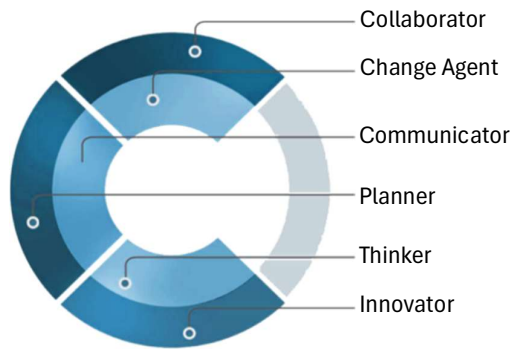
### PROFILE SUMMARY:

- ❖ Rich experience in driving Futuristic IT Ecosystems, Project/ Program Management, IT Solution Delivery, Innovation, Business Process Re-engineering, New Technology Implementation, IT Operations, Client/Stakeholder/Vendor Engagements, Resource & Competency Management, Compliance, QA & Team Leadership functions with key focus on Delivery.
- ❖ Strong expertise in community outreach, stakeholder engagement, budget management, scheduling and forecasting, resource planning, team training and development, and program leadership
- ❖ I have a distinctive blend of Project management skills with hands on technical expertise, resulting in more realistic execution of Project delivery at ground turf.
- ❖ Expertise in engaging with **stakeholders/Delivery/Development/AI Teams** and enabling them to understand the strategic vision and the requirements of the project to achieve higher levels of efficiency with experience in Onshore & Offshore Delivery.
- ❖ Led technology strategy & planning, roadmap development and implementation, while driving business transformation, operational execution, solution delivery, and business development initiatives.
- ❖ As Head of Products, I established and nurtured multi-site agile teams across India and the UK, successfully leading the delivery of complex integrations for the Foresight Sustainability Suite, managing account sizes ranging from \$1 million to \$5 million.
- ❖ **Spearheaded C-level and executive reporting**, business case development, and management of business units, while driving senior stakeholder engagement and strategic collaboration.
- ❖ Lead the Customer Discovery process and Requirement Engineering process for the Solution Design of multiple products from **conceptualization to technology mapping**.
- ❖ Directing end to end management of projects/programs from initiation till implementation in SDLC and Agile methodologies.
- ❖ Extensive experience in driving global projects with large team sizes scattered in different countries.
- ❖ Forward-focused Project Manager/ Leader who effectively balances the needs of employees with organizational policies; problem-solver with excellent analytical and negotiation skills.
- ❖ Strong elicitation skills: Identifies, assesses, and records business needs, recommending business priorities and advising clients on options, risks, and costs versus benefits, ensuring that a stakeholder's actual underlying needs are met.
- ❖ Human resource management activities for the team including recruitment, training & development, expectation & conflict management, performance management and rewards & recognitions.
- ❖ Successfully defined, built, and executed cloud-native software products as scalable platforms, leveraging a deep understanding of platform capabilities and underlying technologies. Coordinated with product management teams to prepare product plans and finalise roadmaps
- ❖ Expertise in managing large complex portfolio ensuring successful IT services, driving growth & innovation globally. Successful in building multi-disciplinary across offshore & onshore, culturally diverse, people centred units driven by stringent process.
- ❖ Extensive technical experience in set-up/ transition of new IT solution offerings & cutting-edge technologies like Artificial Intelligence (AI), RPA, Machine Learning (ML), AWS Cloud to help organisations/ clients achieve operational excellence, cost & resource savings.

### CORE COMPETENCIES:

- |  |   |  |
|--|---|--|
|  Business Analysis & Service Delivery |  Business & RFP Proposal Development |  Customer-Centric Mindset & Vendor Management |
|  Vendor and Financial Management      |  Change & Delivery Management        |  Agile & Lean Project Development             |
|  Project/Program Management           |  Incident/Problem Management         |  Team Management & Leadership                 |

## SOFT SKILLS:



## EDUCATION:



Pursuing **E-MBA in Product Leadership** from Institute of Product Leadership, Bengaluru

**B.Tech. in Electronics & Instrumentation Engineering** from UP Technical University in **2005**

## CERTIFICATIONS:

- ❖ Scrum Alliance Certified Scrum Product Owner (**CSPO**)
- ❖ **ISTQB** Certified: Advanced level (Test Manager)
- ❖ Diploma in Software Testing from Seed Infotech
- ❖ Certified PLC Programmer from Prolific Systems & Technologies Ltd.

## WORK EXPERIENCE:

Since Nov'15 with **QiO Technologies India Pvt. Ltd., Pune** as **Head of Industrial Engineering**



### Key Results Areas:

- ❖ Managing Large Transformation Data, Digital and Technology Program with the goal of centralizing master data and ensuring a single source of truth. Integration with Cloud Solutions and Legacy Solutions and implementing product architecture in Industrial Products
- ❖ Handled end-to-end delivery of programs and projects of complex industrial projects worth \$1 million.
- ❖ Developed and implemented business processes, streamlined quality metrics, and standardized project governance frameworks to enhance program and portfolio management.
- ❖ Identify and manage project scope, dependencies, key milestones across all functional areas of the business and ensure execution in a time-bound manner
- ❖ Taking multiple change initiatives, transition & transformation projects from current to future business operations to achieve maximum efficiency
- ❖ Work across multiple business units to oversee all aspects of the program ensuring all strategic objectives are met and delivery is aligned to program objectives.
- ❖ Working as a Lean-Agile Program Delivery Head facilitated more than 25 projects utilizing agile frameworks with distributed teams & complex diverse ecosystems
- ❖ Drive adoption of Value Stream (VS), Sub Value Stream (SVSS), Capability, Features-based portfolio management work stream.
- ❖ Manage Scrum of Scrums and Scrum Team Project Schedule, facilitate Agile Ceremonies (Standup, Grooming, Sprint Planning, Demo's Retrospective)
- ❖ Service Management and governance accountable for overall vulnerability management, compliance of Risk IT run and change function to attain IT strategy and business outcome
- ❖ Established a **Center of Excellence** in Pune, showcasing exceptional project management skills to ensure on-time, high-quality delivery and drive organizational excellence.
- ❖ Managed **P&L** for flagship projects, ensuring revenue growth, cost control, and alignment with organizational financial objectives.
- ❖ Collaborated with cross-functional teams of data scientists & engineers to develop/deploy **AI models**, like RUL, NSGA-II, LLM etc. driving business value through effective real-world application.
- ❖ Processed customer feedback and escalations to refine project offerings while leveraging data metrics to evaluate trade-offs and make informed decisions.
- ❖ Led business development efforts, contributing to proposal development and assisting with client acquisition strategies.
- ❖ Responsible for ensuring the organization is **ISO & GDPR** Compliant

*More historical experiences on demand...*

## TECHNICAL SKILLS:

- ❖ **Languages** – Java, Python, Shell script, Groovy
- ❖ **Databases** – MySQL, Postgres, MongoDB, Cassandra
- ❖ **Frameworks** – SpringBoot, JUnit, TestNG, Cucumber, MOCHA
- ❖ **Project Management Methodologies** – Waterfall, Agile, Scrum & Kanban
- ❖ **Test Management Tool** – JIRA, Bugzilla, APTTest, Rally
- ❖ **API Testing** – Postmaster, Swagger, Soap UI, RestAssured
- ❖ **DevOps** – Jenkins, Sonar, Nexus, HELM, Docker Compose
- ❖ **Automation** – Selenium, Protractor, JMeter, Cypress, Locust
- ❖ **Data Pipeline** – Apache NiFi, Streamsets
- ❖ **Container Orchestration** – Kubernetes
- ❖ **Containerization** – Docker
- ❖ **Cloud platforms** – AWS, Azure, and GCP
- ❖ **Workflow Orchestration** – Camunda
- ❖ **Project Management Platforms** – MS Projects, Confluence, Wiki, SharePoint, Monday, Rally, JIRA, AHA
- ❖ **Flow charting** – MS Visio, Canva
- ❖ **Compliance** – ISO27001, GDPR
- ❖ **Monitoring Tools** – Grafana, Splunk

## PERSONAL DETAILS:

**Date of Birth:** 18<sup>th</sup> March 1983  
**Language Known:** English and Hindi  
**Address:** Pune