



# KUNAAL VERMA

## Head of Product (Industrial Engineering)

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*Accomplished Product Management Leader with ~20 years of experience shaping **SaaS innovations**, driving technology excellence, and orchestrating business transformations across **IT, BFSI, ESG, and Industry 4.0** domains. Renowned for **combining technical expertise, strategic foresight**, and a **user-centric mindset** to craft groundbreaking solutions, unlock growth opportunities, and deliver measurable business impact.*

### PROFILE SUMMARY:

- ❖ A results-driven and adaptable professional with expertise in **Product Management** for **B2B SaaS solutions**. Skilled in **Product Development, Delivery Management, Product Lifecycle Management, Change & Release Management**, and **fostering seamless Cross-Functional Collaboration**.
- ❖ Defined and implemented product strategy and vision for enterprise solutions, managing a portfolio of three flagship B2B SaaS products from concept to launch while delivering on business objectives.
- ❖ I have a distinctive blend of Product management skills with hands on technical expertise, resulting in more realistic execution of Product strategy at ground turf.
- ❖ Expertise in engaging with **stakeholders/Delivery/Development/AI Teams** and enabling them to understand the **product vision** and the requirements of the product to facilitate identical understanding of the outcome.
- ❖ Led technology strategy & planning, roadmap development and implementation, while driving business transformation, operational execution, solution delivery, and business development initiatives.
- ❖ **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**. Adept in **Conflict Resolution**
- ❖ Gained exposure in developing, maintaining, testing & releasing solutions, possess capabilities in delivery management focusing on maximizing customer satisfaction, process compliance and software quality.
- ❖ Extensive experience in working with teams spread across multiple geographical locations.
- ❖ Worked with the CEO, CFO & CTO to raise a US \$10M Series A investment from Boston-based Wave Equity Partners.
- ❖ Managed product partnerships with over 15 leading technology and consulting companies and research institutions including BT, TechMahindra etc.

### PORTFOLIO:

#### Foresight Sustainability Suite

Built an **AI-enabled, low-code/no-code, self-service** platform designed to empower users to seamlessly configure, build, and execute **AI/ML algorithms** in real time. Delivered a solution that enables effortless data ingestion with minimal to zero configuration, streamlining the user experience.

This multi-tenant application was architected to securely host data for multiple clients, ensuring robust data isolation, where each client could exclusively view and manage their respective dataset. The platform is generating **\$1M** in annual revenue, positioning it as a critical solution for operational optimization in industrial domains.

#### Foresight DC+

Led the growth of QiO's product portfolio, delivering a new product for the optimization of data center energy efficiency (in partnership with Intel Corporation). It's a cutting-edge software solution designed to revolutionize data center operations by optimizing server power by 30%.

#### Foresight Production

Created & launched an innovative, AI-driven solution designed to address the dynamic challenges of production floor. It delivers real-time adaptability by seamlessly integrating with ERP, MES, and Supply Chain systems to offer proactive, data-driven solutions.

Powered by a continuous AI monitoring engine, the platform empowers businesses to make informed, real-time decisions, optimizing productivity, efficiency, quality, and customer satisfaction. This product was adopted by a large aerospace company.

#### Foresight ESG Tracker

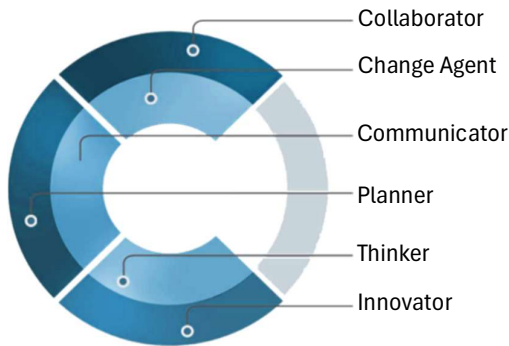
Lead the Customer Discovery process and Requirement Engineering process for the Solution Design and implementation of an additional module for industrial companies to report their carbon emissions and environmental, social and governance (ESG) performance in an automated manner.

**More historical projects on demand...**

## CORE COMPETENCIES:

- Customer-Centric Obsession with Empathy
- Stakeholder Management & Engagement
- Crafting Near term & Long-term Strategy
- Business Analysis & RFP Development
- Project & Delivery Management
- Scaling startups from 0-1-10
- GTM & Market Opportunity Analysis
- Agile & Lean Product Development
- Mentoring, leading & managing teams

## 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 Ltd.
- ❖ 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



### Responsibilities:

- ❖ Owned and led the product management function at QiO, managing 3 product managers, 15 developers and 3 data scientists building and maintaining artificial intelligence and machine learning (AI/ML) software products for industrial companies.
- ❖ Created and launched new products and features, designed win-win alliances, and drove operational integration and go-to-market strategies enhancing market share by **20%**.
- ❖ Managed stakeholder alignment on portfolio decisions, fostering collaboration across teams to meet overall program objectives.
- ❖ Managed **P&L** for flagship SaaS products, ensuring revenue growth, cost control, and alignment with organizational financial objectives.
- ❖ Developing product vision and short- and long-term product roadmap.
- ❖ Worked with the Head of AI to integrate cutting-edge R&D projects into the product, including real-time AI optimisation running on the edge, real-time production scheduling, and closed-loop control of industrial equipment, including HVAC, Pumps, Furnaces and IT servers.
- ❖ Owned both **0-1-10 product launches** and products at scale.
- ❖ Processed customer feedback and escalations to refine product offerings while leveraging data metrics to evaluate trade-offs and make informed product decisions.
- ❖ Focused on improving customer experience in a sustainable, scalable way by running experiments and productizing AI-based systems as core product functionality.
- ❖ Led business development efforts, contributing to proposal development and assisting with client acquisition strategies.
- ❖ Spearheaded the creation of a '**Centre of Excellence**' in Pune, building a high-performing team and fostering a culture of innovation that significantly enhanced productivity.

## TECHNICAL SKILLS:

- ❖ **Languages** – Java, Python, Shell script, Groovy
- ❖ **Databases** – MySQL, Postgres, MongoDB, Cassandra
- ❖ **Frameworks** – SpringBoot, JUnit, TestNG, Cucumber, MOCHA, ROBOT Framework
- ❖ **Project Management Methodologies** – Waterfall, Agile, Scrum & Kanban
- ❖ **Test Management Tool** – JIRA, Bugzilla, APTest Manager
- ❖ **API Testing** – Postmaster, Swagger, Soap UI, RestAssured
- ❖ **DevOps** – Jenkins, Sonar, Nexus, HELM, Docker Compose
- ❖ **Automation** – Selenium, Protractor, JMeter, Cypress, Locust
- ❖ **Version Control** – GIT, SVN
- ❖ **Data Pipeline** – Apache NiFi, Streamsets
- ❖ **Container Orchestration** – Kubernetes
- ❖ **Containerization** – Docker
- ❖ **Cloud platforms** – AWS, Azure, and GCP
- ❖ **Streaming Apps** – Kafka
- ❖ **Cluster Computing** – Spark
- ❖ **Workflow Orchestration** – Camunda
- ❖ **Project Management Platforms** – MS Projects, Confluence, Wiki, SharePoint, Monday, Rally, JIRA
- ❖ **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