

# Kishore K

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## WORK EXPERIENCE

### Project Manager

#### Mobius by Gaian - AI-Powered Business Transformation

11/2023 - Present

Hyderabad

##### Achievements

- Led 26 developers across four products, ensuring efficiency and quality.
- Crafted sprint-specific dashboards & KPIs to boost the team performance.
- Collaborated with the stakeholders to design MVP for the product launch.

### Associate Product Manager | Project Manager

#### DreamVu - Computer Vision ML startup for Robotics

08/2021 - 08/2023

Hyderabad

##### Achievements

- Implemented automation for customer onboarding issues, resulting in 58% reduction in support ticket volume, improving customer satisfaction.
- Spearheaded cloud-based Infrastructure as Code (IAC) solution for critical SDK components, delivering a 62% reduction in installation time.
- Revamped the entire UX/UI approach and introduced product tours for the user onboarding, leading to a 30% increase in user engagement.
- Initiated a public forum to improve customer community communication, gather valuable feedback, and inform product roadmap optimization.
- Negotiated and leveraged influence with Edge AI stakeholders to reshape the roadmap, aligning it more closely with the needs of our customers.

### Project Manager

#### Click Labs - White Label SaaS platform with ten products

06/2020 - 11/2020

Chandigarh

##### Achievements

- Oversaw a portfolio of 45 SaaS projects encompassing website and mobile app development for Android and iOS platforms.
- Headed an 8-member Scrum team, including front-end developers, backend developers, and testers.
- Managed project deliverables for revenue-generating clients, contributing to an Annual Recurring Revenue (ARR) of USD 120K.
- Guided projects through their entire lifecycle, from initial requirement gathering to User Acceptance Testing (UAT), deployment, and user training.
- Handled client billing, monitored Monthly Recurring Revenue (MRR), and facilitated smooth app integration via API and webhook change requests.

### Quality and Automation Tester

#### Tata Consultancy Services (TCS)

10/2014 - 08/2018

Chennai

##### Achievements

- Contributed to collaborative project that successfully transformed an outdated reporting app, resulting in an annual cost-saving of \$8 million.
- Executed a screen resolution solution, resulting in annual cost savings of \$1 million for the client.

## EDUCATION

### Master of Business Administration (MBA)

#### Indian Institute of Management (IIM)

07/2018 - 03/2020

Visakhapatnam

### Bachelor in Engineering (B.E)

#### Sri Sairam Institute of Technology

06/2010 - 04/2014

Chennai

## SKILLS

Project Management

Product Strategy

Design Thinking

Budgeting

Stakeholder Management

Prioritization

Wireframing

Market Analysis

User Stories

JIRA

Figma

SQL

MS Excel

Python

Tableau

C++

A/B Testing

MS Project

Risk Management

## PROJECTS

Trading Project(academic) - Conducted NIFTY spot vs. Futures hedge ratio analysis (2014 to 2019), revealing increased efficacy post 2007.

Machine Learning Project(academic) - Developed a word2vec two-layer neutral network for Next Word Generation Using ROC stories dataset.

Product Teardown - Should Facebook enter the dating market?

Product Teardown - Building an USP for PhonePe.

Product Teardown - Launching MVP for an Anime OTT platform.

Product Teardown - UX design for Restaurant Table Booking app.

## LANGUAGES

English

Full Professional Proficiency

Tamil

Native or Bilingual Proficiency

Hindi

Elementary Proficiency

Telugu

Elementary Proficiency

## CERTIFICATIONS

Agile - Certified Scrum Master (CSM) by Scrum Alliance

Lean Six Sigma Green Belt certified by Henry Harvin Education