

SUMMARY

A highly accomplished and results-driven technology leader, passionate about creating a big, positive impact on the world through the development of new technology. A unique blend of expertise in product management, full-stack software engineering and cross-functional skills like sales, hiring, fundraising, board communication, building go-to-market strategies and public speaking has resulted in several successful product launches.

SKILLS

- Full-stack development & cloud architecture (Java, JS, SQL, AngularJS, Ionic, Cordova, NodeJS, Git, AWS)
- Product Management (JIRA, Confluence, Asana)
- Sales & Marketing (Streak, Zoho, Hubspot, Mailchimp)
- UI/UX (Photoshop, Inkscape)

PROFESSIONAL EXPERIENCE

KERITON LLC

Founder, CEO & Chairman of the Board

Mar 2016 - Aug 2018

Keriton Kare (www.keriton.com) is the most advanced feeding management platform for hospitals. The HIPAA-compliant platform consists of 2 cross-platform (iOS, Android & Desktop) apps and 4 products for feeding management (Kare), real-time lactation analytics (Klassify), chat consultation (Konnnect) and photo sharing (Klick).

Achievements

- Secured \$1.2M in multi-year B2B contracts
- Raised \$1.1M in funding from institutional VCs like BioAdvance, DreamIt, Penn Medicine, IBX, etc.
- \$2.5M prevented in HIPAA fines, 50% reduction in expirations, 40% increase in mother's milk supply, etc. at 1 site
- 14 national and international awards from Gold Stevie Awards to Winners at Impact Pediatric SXSW, etc.
- 30+ news articles across national and international media outlets, leading to top SEO results
- Zero downtime (in 1.5 years) with 99.99% uptime SLAs

Responsibilities

Product Development

- Architected the entire platform of 2 apps, 4 products, 40+ workflows, 60+ database tables/views and 80+ APIs
- Led a lean team of 5 engineers with bi-weekly sprint releases and performed all code reviews
- Developed majority of the Kare Nurse app (workflow engine, rules engine, socket based printer integrations etc.)

Product Management

- Defined the various stages of a product lifecycle from vision to go-to-market to pricing strategies
- Regularly conducted design thinking sessions with customers to identify requirements/improvements
- Translated functional requirements to technical features and built internal and external product roadmaps
- Coordinated multiple go-live activities across several teams on the customer's end

Sales & Marketing

- Setup a comprehensive pre-sales and sales process & launched a monthly newsletter delivered to 10,000+ recipients

UI/UX

- Designed the brand guidelines including UI/UX for 40+ screens, website, decks, one-pagers, flyers, etc.

Achievements

- Youngest Product Owner (Globally)
- International Fellow (Design & Frontline Applications, Palo Alto & Managing Director's Office, Bangalore)
- Employee of the Year - 2013 (Spirit Of Innovation Category across 4500 employees in India)
- Star Employee of the Managing Director's Office - 2014

Responsibilities

- Enterprise Visualizations & Dashboards - responsible for feature delivery for SAP Cloud for Planning and SAP Lumira
- Moneyball for Cricket - implemented predictive algorithms on SAP HANA to build a suite of sport analytics tools
- Social Flex Seating (Stanford) - responsible for product delivery of a group ticketing platform
- Augmented Reality Platform - developed a geo-location based Android platform integrated with SAP backend

EDUCATION

UNIVERSITY OF PENNSYLVANIA

2015 - 2016

Candidate for MS in Robotics (On Leave of Absence)

GPA - 4.0 (on 4)

Three Awards at PennApps (World's Largest Hackathon)

- Best Entrepreneurial Hack (Fall 2016), 2nd Grand Prize (Spring 2016), 2nd Grand Prize (Fall 2015)

JAYPEE INSTITUTE OF INFORMATION TECHNOLOGY (JIIT), NOIDA, INDIA

2008 - 2013

Dual Degree BS in Computer Science + MBA in HR/MIS

MBA - 8.9 | BS - 8.5 (on 10)

- Thesis Awarded A+ Grade
- 2nd Rank in Class
- Government of India Scholarship for Academic Excellence (for 5 years)

INDIAN INSTITUTE OF MANAGEMENT, AHMEDABAD (IIMA)

2014

Advanced Analytics for Management Program

IP & PUBLICATIONS

- Visualization of Key Performance Indicator Dependencies (US20170154291) Jun 2017 (**Issued**)
- Optimization Using Statistical Estimation (US14/098,706, EU14192703.8) Apr 2016 (**Issued**)
- Virtual Split Dictionary for Search Optimization (US20150379073) Dec 2015 (**Issued**)
- Improved Expression of Breastmilk via Automated Methods (USWO2017214280A1) Jun 2016 (**Filed**)
- Multi-Dimensional Visual Analytics for Industries (IN4107/CHE/2015, US 14/866,562) Sep 2015 (**Filed**)

- In-Memory DB Optimization Using Statistical Estimation (IEEE CCEM 2015) Nov 2015 (**Published**)
- A Cost Effective Sign Language to Voice Emulation System (IEEE IC3 2015) Aug 2015 (**Published**)