

# Kandarp Thakar

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## PROFILE

- Experienced Product Manager with 7+ years in numerous product and engineering leadership roles
- Leading the IBM Security Offerings suite to achieve a high 7-figure revenue growth for the platform with the strategy to transform the digital user experience
- Proficient in extracting and anticipating business requirements, converting those to technical requirements
- Collaborated closely with cross-functional team members to deliver milestones that align with long term growth targets
- Earned the 'IBM Enterprise Design Thinking' co-creator badge, which teaches design research, prototypes, collaboration, scoping and storytelling for building enterprise grade software design and implementation
- Experienced in Go-to-market strategy, marketing, growth hacking, data insights, modeling, SaaS and cloud business models and Enterprise customer development

## PROFESSIONAL EXPERIENCE

### **IBM | Product Manager**

**Apr 2020-Present**

- Leading the improvement of digital user journey using actionable insights to increase the conversions resulting in revenue growth of approx. \$10M
- Leading a team of engineers and PMs to deliver exceptional digital trial experience strategy to improve the conversion numbers across the funnel which increased the wins by 5%
- Focal in setting up mechanisms to collect and incorporate internal and external customer feedback through pilot studies, quantitative surveys and interviews evaluate and formulate roadmaps for new and existing products
- Responsible for maintaining the priority of product roadmap, backlog, sprint and release plans

### **IBM | Advisory Software Engineer**

**Jan 2016-Apr 2020**

- Lead Developer for a back-end applications that interacts with 3rd Party Marketplaces, creating an incremental revenue channel of approx. \$50M
- Conceptualized and led the development of full stack 'Ticketing system' and 'Status Page' applications, reducing the recurring licensing cost by \$320k annually
- Implemented containerized API services hosted on IBM Cloud Kubernetes Service to enable provisioning of IBM products on Third Party Marketplaces

### **Tata Consultancy Services | Product Analyst**

**Jan 2012-Jul 2014**

#### **'Big 4' valuable IT brand with revenues exceeding \$23 billion**

- Worked as pre-sales member to understand client's business requirements and potentially deliver creative solutions
- Utilized a problem-solving skills and reduced client's dependency on Microsoft Premium support by 66% resulting in savings of \$300k
- Worked at client location as a dedicated Subject Matter Expert for Microsoft technologies

## EDUCATION

### **The University of Arizona | Tucson, AZ**

**Aug 2014-Dec 2015**

**Master of Science in management information systems (GPA 3.33)**

### **Ganpat University | India**

**May 2007-Jul 2011**

**Bachelor of Technology in Mechatronics Engineering (GPA 3.8)**

## SKILLS

- Product Management: Competitive Analysis, UI/UX design, User research, Agile
- Tools & Technology: Amplitude, Google Analytics, Braze, Seismic, Hotjar, Mural, Invision, Walkme
- Business & Soft Skills: Leadership, Roadmap Management, Executive Presentations
- Technical Skills: Golang, Nodejs, Angular, SQL, Databases (Mongo, Cloudant, Oracle), Docker, Kubernetes

## AWARDS & EXTRA-CURRICULAR

- Received multiple manager's choice awards (2016, 2017, 2018)
- Received multiple appreciation awards from TCS for handling critical client issues
- Open-Source contributor (recently to a Knative Project)

## PUBLICATION

- Prior Art Publication via IBM. "Collaborative Travel Planning System", [www.priorart.ip.com/IPCOM000266037D](http://www.priorart.ip.com/IPCOM000266037D)