Kishan Malur

Enterprise Product Management

SUMMARY

- Seasoned Product Management Leader with over 19 years of Experience

- **Domain Experience:** Cloud Infrastructure - App Modernisation, Kubernetes Platform for Enterprise IT Infrastructure & Edge, Automotive & Manufacturing, Internet of Things, Video Delivery Platforms, Smart Wearables

- **Key Functional Experience:** Define, Build Consensus and Execute Product Strategy & Product Requirements from Customer, Business and Market needs. Define and Drive Product Roadmaps, Data-Driven Product Management, Competition Analysis

- **Leadership Experience:** Leadership Communication, Building Cross Functional Collaboration & Interlock with Sales, Engineering, Marketing, UX, Legal, Pricing & Leadership teams. Successfully Managed complex integration programs across 5 Continents, with over 200+ cross-functional stakeholders.

- **Community Experience:** Guest Faculty (Lean Product Management) in Institute of Product Leadership, Career Coach with more than 600+ hours of coaching experience, Product Management Mentor, Speaker, Lean Product Management Consultancy to Start Ups

PORTFOLIO

Products

vSphere with Tanzu (VMware)

vSphere with Tanzu enables customers to modernize more than 70 million workloads. I lead the Security and Lifecycle roadmap of the product. I also drive the high potential Edge Strategy of vSphere with Tanzu and help customers in their multi-cloud journey.

Photon Operating System (VMware)

Photon OS - an open-source Linux distribution that powers more than 80% adoption by traditional & modern VMWare appliances. I drive strategy, adoption, roadmap, support and security for the OS.

Toggr (Magnasoft)

Toggr is a smartwatch for Kids and a Child Safety platform for Parents. Its unique Community Guardian features help kids get attention from fellow parents who are nearby in case of need. Product Revenue was estimated at $ 8 million per year

Digital Quality Mgmt. (Robert Bosch)

This product helps the Quality Leaders in Manufacturing companies reimagine how Product Quality is managed by leveraging Industry 4.0 and Industrial IoT Integrations. The product was projected to garner over $8mn in revenue in 3 years.

Customer Experience

DirecTV, Tata SKY, GET

As a Global Program manager and an Agile Transformation Coach, I have built multi-site agile teams in India and France and led the delivery of complex integration of Digital Pay TV deployments for account sizes ranging from $3mn to $20mn

Japanese Auto Manufacturer

Led the Customer Discovery process and Requirement Engineering process for the Solution Design and implementation of the next-generation Manufacturing Operation Management System requiring deep insights into the client's process and challenges.

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EDUCATION

**Executive MBA
- Product Management**
Institute of Product Leadership
Jul 2015 - Mar 2017

Master of Science - Software Systems
BITS, Pilani, Rajasthan
Jun 2009 - Oct 2012

Bachelor of Engineering -
Electrical/Electronics
BMS College of Engineering, Bangalore
Oct 1998 - Jul 2002

AWARDS

Cisco-IPL Scholarship Award
Executive MBA
May 2017

Dean's Valedictorian Award
Class of 2015B, Exec MBA, May 2017

PROFESSIONAL EXPERIENCE

Nov 2019 - Present

Product Management, vSphere with Tanzu (VMware's Kubernetes Platform)

VMware Inc

Drive the key piece in the product strategy to tap the multi-billion US $ Edge market in helping the customers accelerate their multi-cloud journey by extending the workloads from on-prem data centres to Edge and public cloud.

For platform administrators, the key challenge is to keep the platform updated and secure. I own and drive the Support, Lifecycle and Security roadmaps of the product to help customers to keep their deployments up-to-date and secure. Key charter includes helping customers achieve their compliance and certification goals.

March 2017 - Nov - 2019

Product Management, Digital Enterprise IoT Products

Robert Bosch Engineering & Business Solutions, India

Championing Lean Product Management as a Practice for Digital Enterprise focussing on the building products for Smart Manufacturing. Responsible for IoT Product Strategy Design, Definition & Execution.

May 2016 - Dec 2016

Product Management, IoT Products

Magansoft Consulting Pvt Limited

Lived the life of an Entrepreneur being the go-to person for anything related to Product. Streamlined Product roadmap, Customer Validation through hypothesis & experimentation, Field Testing and Design Thinking in Practice. Data Driven Product Management being some key highlights of the stint.

Jan 2013 - May 2016

Product Management, Digital Video Delivery

Cisco Systems (Formerly NDS)

Built state of art Enterprise Products for Digital Video Delivery enabling Broadcasters (like Tata Sky) around the world to deliver, secure and provide world class experience to millions of subscribers.

Jan 2004 - Mar 2013

Product Development & Delivery, Digital Video Delivery

Cisco Systems (Formerly NDS)

Built & Led Cross functional Engineering Teams, Implemented Multi Site Agile Scrum. Global Program Management for Customer Programs involving Set Top Box Driver, Middleware, Application and Broadcast Systems.

From - Dec 2016

Pro Bono Consulting

Freelancing

Helping upcoming startups with Lean Product Management, GTM to help them perform customer validation, acquire the first X customers as a means to pay it forward to the Indian Startup Ecosystem. Experience of having worked with IoT Based Tech Start Ups to Theatre based Start Up

CONSULTING ASSIGNMENTS

IoT-Based Smart Home (Jan 2017)
Value Proposition Analysis
Solution Packages
Go To Market

Multi Brand Car Servicing (Jan 2017)
Primary Research,
Persona Development
Competition Analysis,
Value Proposition Analysis,
Product Strategy

Elderly Care Start-Up
(Jan 2017)
Value Proposition Analysis
Monetization Opportunities
Lead Generation

Solar Hybrid Inverter
(Jun 2018)
Persona Development
Customer Discovery
Product-Market Fitment
Go To Market
Product Strategy

YouAndMe Theatre
(Nov 2018)
Value Proposition Analysis
MVP Design
Go To Market Strategy
Product Strategy

REFERENCES

On Request