

Contact

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Top Skills

Artificial Intelligence (AI)
Machine Learning
Business Analysis

Certifications

Certified Scrum Product Owner
(CSPO)

Karthik Venkatraman

Enterprise Product Management | SAAS | CSPO®
Chennai, Tamil Nadu, India

Summary

Versatile professional with 9 years of work experience with wide variety of exposure in Product Development, Product Management, Product strategy and Account Management.

Experience

Caterpillar Inc.
Product Manager
May 2022 - Present (3 years 7 months)
Chennai, Tamil Nadu, India

Gabriels Technology Solutions
6 years 9 months
Product Account Manager
February 2016 - May 2022 (6 years 4 months)
Chennai, India

I serve as Account/Product Manager for Affinity(Leadgen Portal) and Velocity(CRM) platform. I handle both existing accounts and new businesses, my key responsibilities include

- Developing and maintaining detailed project plan, action items registers and major milestone timelines for assigned project.
- Track and prioritize system enhancements with client team on a weekly basis, responsible for delivery of enhancements as part of sustain builds
- Consult clients on digital transformation from initial assessment and strategy through platform on-boarding, go-live, and ongoing support
- Conducting BPR sessions, documenting Business, Stakeholder, Solution and Transition requirements ranging from Integrations, FRs, workflows, NFRs, etc.

- Liaising between stakeholders and technical teams to create common ground on post launch task and launch essentials.
- Responsibilities include meeting with stakeholders for business analysis and requirement gathering. Planning Business Analysis, Stakeholder engagement, BA Governance and BA information management approach are a part of my role.
- Storyboarding and working closely with UX/ UI designers to create optimal system experience
- Performing end-to-end testing and conducting sprint/ final demos to ensure high quality deliverable (Creating and validating test cases making sure they are in accordance with requirements and facilitating User Acceptance Testing)
- Drafting User Acceptance Scripts, Training Guide and conducting Train the trainer sessions to ensure smooth roll-out

Product Specialist

September 2015 - February 2016 (6 months)

Analyse lead generation goals of our partners, optimise SEO parameters on Affiliaty platform based on analysis report from SEO team.

RCA into reported data related issues, liase with internal data processing team and data provider for our partners, providing permanent resolution based on our finding.

Creating design prototypes for webpage, liase with our partners and find common ground on acceptable design and provide deliverable list.

Installing tracking codes for various third party tools to help our partner track their goals efficiently.

Managing existing webpages, web applications through the various inhouse tools.

RR Donnelley India Outsource Private Limited

Project Co-Ordinator

July 2012 - August 2015 (3 years 2 months)

Chennai Area, India

Served as a Project Co-Ordinator with R R Donnelley serving as a liaison for RRD customers and the RRD factories situated worldwide

- Responsible for co-ordination of all the various functions inbetween order to cash from monitoring inventory to initiating production and all the logistical actions from factory to warehouse to customer via various internal tools.

- Maintaining and updating contracts, business process documents of every unique customer and aid the billing team with necessary input for various queries for new product order build.

MERIT SOFTWARE SERVICES PRIVATE LIMITED

Client Support Specialist

July 2011 - February 2012 (8 months)

- Monitor local newspaper circulation via reporting, tele-confirmations and collate data report based on that.

- Hold meetings with Audit Bureau of Circulation based on the data report and provide input on advertising cost to marketing agencies based on circulation data.

QuScient

Client Support Representative

February 2010 - April 2011 (1 year 3 months)

- Work/consult with aspiring students/professionals to up their skills in their field of study and provide expert advice on institutions/colleges/schools based on their choice.

- Provide lead support to various Educational institutions based on our consultation with aspirants we get in touch with.

Education

Indian Institute of Technology, Madras

Certificate , Artificial Intelligence · (April 2025 - March 2026)

Indian Institute of Management, Lucknow

Executive Program in Data Driven Product Management, Product Management · (February 2021 - December 2021)

University of Madras

Bachelors Of Science, Computer Science · (2006 - 2009)

A M Jain College

Bachelors, Computer Science