

Soumitra Sen

Product Leadership | Digital Transformation | Startup & Entrepreneurship | Industry 4.0

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Summary

Entrepreneur and experienced Executive from Systems & Appliances / Telecom & Networking engineering background with deep experience in diverse areas of global technology leadership; particularly leading units and groups – design, delivery, go-to-market, building organizations, creating profitable entities

Specialties

- Managing independent product lines, including agile startup
- Experienced in handling unit leadership / GM roles
- Developing and executing Product & Technology strategies
- Building Organization and leading teams – directly or as a stakeholder
- Product lifecycle – requirement & roadmap, design & development, go to market, manufacturing, support & sustenance
- Experience in both Appliance and Software business

Top Skills for Teaching / Training

- Product / Technology Lifecycle Management – Product Management, Project Management
- Strategy – actionable plan & realistic execution – strategy for various situations
- People – building organization & culture, hiring & growing leaders – HR related topics
- Analytics, Cybersecurity, Enterprise Software & Cloud Computing (B2B and B2C) – technology and business models
- Tactical implementations – entrepreneurship, operations management, digital transformation

Industry Experience

Misc Start Ups

Freelancer – advisory role in product lifecycle and technology introduction

June 2023 – till date, Bangalore, India

- Consulting a cybersecurity startup (series A funded) in product planning
- Enabling manufacturing clients for Industry 4.0 related digital transformations

Harman

Director – Product Management

May 2022 – May 2023, Bangalore, India

- Define and create a product for cyber security of a connected or autonomous vehicle
- Lead the Prod Mgmt function of a new concept product – for global automotive market

Netsurion

Managing Director and General Manager (India Site Head too)

January 2017 – January 2022, Bangalore, India

- Organization Development - Hire, grow and mentor local cross functional leadership team
- Build India Organization – people practices and HR runbooks
- Oversee cybersecurity product development – EventTracker – Dev, Test, Product & Support
- Build a scalable SOC (Security Operation Center) organization as part of core customer service
- Handle annual budgets and business targets

Symphony Teleca / Markit

Vice President - Product Development (India Site Head, for the division)

June 2015 - March 2016, Bangalore, India

- Handled 150+ team with focus on 2 distinct product lines in Fintech Market
- Hosted big data implementation for analyzing transaction efficiency in Stock Market
- Strict SLA requirements, with strong statutory obligations

<http://www.coreonetechnologies.com/coreone/web/me.get?web.home>

Paladion Networks (Atos)

Vice President – Engineering

July 2014 - May 2015, Bangalore, India

- Created a new development group to productize the internal IP (Cyber Security)
- Cloud based service involving multiple distinct verticals (Cyber Security)
- Built 100+ team for complete product engineering – dev, test, support, product mgmt

Globalscholar (Scantron Corporation)

Director - Products and Quality Engg

April 2012 - March 2013, Chennai, India (India Site Head)

- Product Ownership in personalized e-learning
- Develop competencies for futuristic products
- Own quality assurance function
- Handle budgets and organization development

Cisco Systems

Product Manager

March 2003 - March 2009, Bangalore, India

- Managed multiple products, as part of a team, from Cisco's Network Management solutions

- Provided requirements and built roadmaps of features / components - based on inputs from customers & stakeholders and after doing competitive analysis
- Managed relations with a wide range of stakeholder partners, that constituted the eco-system such as development partner, OEMed technology vendor, out-bound partners etc
- LMS (LAN Management System) product line in Cisco was one of the most widely deployed software and had installations running into thousands of enterprise locations. Handled geography specific market promotions and business development too – in the form of roadshows, customer engagements, pre-sales

Program Manager

March 2000 - March 2003, Bangalore area, India

- Executed large collaborative product development projects spanning countries, companies, focus teams, technologies, and market segments. These were new releases of network management products that were used across Business Units in Cisco, and developed partly by outside vendors. The business priorities used to vary from release to release – ranging from time-to-market to feature to quality.

VeriFone / Hewlett Packard

Project Manager

1993 – 2000, Bangalore, India

- Owned an engineering team, for a complete product line in POS terminal management segment, taking complete responsibilities of design & development, people management, delivery & project management, and customer support

Citicorp Software

Assistant Manager

1991 – 1993, Mumbai / Bangalore, India

- Software developer for one of the largest deployed Banking software in its segment

Education

Stanford University School of Engineering

Certification of Achievement, Advanced Cybersecurity · (2020 - 2020)

Indian Institute of Management Bangalore (IIM-B)

PGSM-MBA, Marketing and Finance · (1998 - 2002)

Indian Institute of Science (IISc)

Master of Engineering, Electrical Communication Engineering · (1989 - 1991)

Jadavpur University

BE, Electronics and Telecommunication Engineering · (1985 - 1989)

Career Progression

