



Sharath Rominus

Product Manager | Tata Communications

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I am a Product Manager currently spearheading the Digital Transformation initiative at Tata Communications Ltd. Having attained a strong business foundation through my learning experiences at IIM Kozhikode, it has given me the ability to look at any given situations from a wider, more holistic point of view. Being a strong, insightful & versatile team player, with proven expertise in interpersonal skills, I aim to learn continuously while undertaking newer challenges in my upcoming endeavors.

SKILLS

Product Management

Agile Thinking

Product Strategy and Roadmap

Marketing

Stakeholder Management

WORK EXPERIENCE

Product Manager

Tata Communications

06/2018 – Present

Achievements/Tasks

- Managing the digital products & processes associated with the digital transformation journey of the organization. Defined the key performance metrics and road map for benefits realization of the new digital journey. Led multiple cross-functional ideation and design workshops.
- Handling requirement gathering, prioritizing backlog, developing user stories & acceptance criteria in an Agile methodology with Scrum Process.
- 50% TAT reduction in the delivery cycle with \$75 Million in expected accelerated revenues. Top line of INR 17 Million within the first month of MVP launch with 80% zero touch orders.
- Developed a zero touch ordering system and reduced the existing quote to order cycle from 15 days to less than 5 minutes.

Summer Intern

Aditya Birla Fashion and Retail- Peter England

04/2017 – 06/2017

Bengaluru, India

Achievements/Tasks

- Identified a set of critical performing stores under Peter England and pushed them to a higher year on year growth
- Developed and implemented a Customer Personalization Program for premium customers of Peter England
- Modelled a growth plan including store diagnostic, ambience, assortment mix, visual merchandise and relaunched the model store at Bengaluru with the newly developed marketing strategy and growth plan
- Achieved 48% growth in sales over last year in the immediate month after the implementation of the recommended model

Assistant Systems Engineer

Tata Consultancy Services - BFSI

09/2014 – 06/2016

Mumbai, India

Achievements/Tasks

- Spearheaded a team of 8 members as a support executive in providing L2 support after build deployment and sanity testing
- Shared Root Cause Analysis of critical observations with the Telecom giant during Go-Live phase whereby Service Level Agreements recognized by client was met with constant SLA time levels of above 90 %
- Presented transaction trends, failure and reversal analysis of the wallet to the client on daily basis
- Awarded On the Spot Award twice for outstanding performance in dealing with critical customer issues Pan India

EDUCATION

Post Graduate MBA

Indian Institute of Management, Kozhikode

06/2016 – 05/2018

EDUCATION

Graduate B Tech

SCT College of Engineering, Trivandrum - Electronics and Communication

06/2010 – 04/2014

8.46/10

Senior Secondary School

Loyola School, Trivandrum

03/2009 – 04/2010

90.4%

ACHIEVEMENTS AND CERTIFICATIONS

Digital Product Management : Modern Fundamentals

Certification from Darden School of Business, University of Virginia

Product Launch

Successfully delivered the Lead to Order Portal for 2 enterprise products(National Private Lines and Global SIP Connect) at Tata Communications whereby digitizing the feasibility & commercial modules have resulted in 35% reduction in manual effort

ORGANIZATIONS

Alumni Committee, IIM Kozhikode

Established and maintained relationship with 3500+ alumni and facilitated alumni networking

Placements Committee, SCT College

- Led the placements and career guidance committee of SCT College for more than 400 students

All Kerala Job Fair, Main Coordinator

- Organized a Job Fair with participation of over 2500 students generating revenue of INR 1.25 mn

Cult-A-Way, National Level Cultural Fest

Conducted the fourth edition of Cult a Way which garnered a footfall of over 8000+students