Uma T Paramathmuni

Product Manager (US Permanent Resident)

Summary

Иp

2015

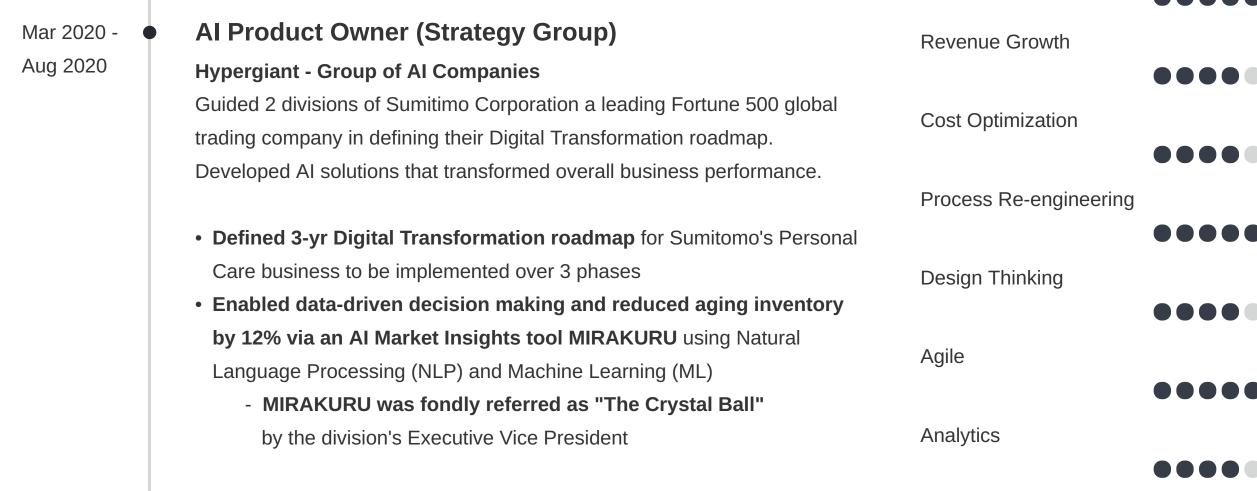
2014

Results-oriented product manager with 7+ years of experience, seeking to
 leverage proven product vision and thought leadership to deliver products of
 tangible value. Met 120% of accessory sales improvement goals for 3
 straight years. Delivered products that won CIO 100 award and rave
 reviews from Toyota's CIO

Awards

- 2019 ABC Founder's Award for Monetizing ABC's first API Gateway
 - Toyota-internal "Best Marketing Tool" for Toyota NA's Service Lane solution
 - "CIO 100" Award for Service Lane solution

Experience





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Artificial Intelligence

Product Management

- Defined AI Fleet Management Solution roadmap for Sumitomo's
 Sulfuric Acid business
- Reduced order-to-cash time by 15 % and improved inventory turnover by 1.2X boosting double-digit top line growth via Phase 1 Fleet Management product

Product Manager II

ABC Financial

 Led 2 cross-functional teams focused on improving wallet share of Big Box customers and monetizing APIs

 Improved ABC's Wallet-share from 2 Big Box customers by 7% via Optimization of Member Communication and Event Scheduling
 Won 2 Million USD annual API revenue from a new customer by building ABC's first API Gateway

Apr 2019 -Oct 2019

	 Built Product Team and Drills in a traditional project delivery
	organization
	- Institutionalized periodic Product Roadmap and
	Competitive Analysis drills
	- Trained a team of 3 Business Analysts into Product Owners
Oct 2014 -	Product Manager - Corporate Accessories and Service
Mar 2019	Parts
	Toyota Motor North America (TMNA)
	 Led 3 cross-functional teams and 5 partner teams in TMNA's Global
	Service Improvement (SI) initiatives towards following goals
	- Improve dealership vehicle service and customer experience
	- Increase TMNA accessory sales
	- Reduce operating costs
	- Collaborate with partner teams to inform end customer experiences
	 Met 120% of accessory sales improvement goals over all 3 years
	- Improved information availability by integrating Service Lane with
	accessory vendor sites
	Increased accessory sales by \$10 million per year
	Service Lane won TMNA's "Best Marketing Tool
	- Improved Toyota accessory penetration by 100% YoY by integrating
	accessory systems with 8 Toyota affiliate sites
	Improved information availability and performance using
	Cloud-based microservices
	Delivered all enhancements using "API First" and
	"Mobile First" design methodology
	 Reduced TMNA accessory management cost by 2 Million USD in delayed
	vehicle line-off, vehicle stop sales and accessory recalls
	- Reduced 85% of human error in accessory specifications via
	Machine Learning based Anomaly Detection system

Nov 2012 -Sep 2014

Associate Product Manager - Product Quality and

Service Support

Toyota Motor North America (TMNA)

- Reduced customer wait time at dealership service by 25% and vehicle service time by 30%
 - Reduced vehicle information look-up time by rationalizing 14+ applications into Service Lane solution

Service Lane won Toyota the "CIO 100" award

http://www.cio.com/cio100/detail/2489

- Optimized vehicle troubleshooting via Guided Diagnostics solution Reduced labor costs of TMNA dealers by up to 8 Million USD

• Improved management visibility into after sales KPIs via dashboards

- Vehicle Market Performance Dashboard was appreciated by

Zack Hicks (CIO - TMNA)

"Zack (Hicks) was impressed, excited, and called it very cool" -National Manager (Quality and Service Support)

Education

Apr 2020	•	Northwestern Kellogg Executive Education - Product
		Strategy
		Executive program focused on discovering, developing, managing and marketing products as a business
Aug 2019	•	Pragmatic Management Certified
		Certified in Pragmatic Product Management (PMC-I)
Sep 2008 -	•	Vignan's Institute of Management and Technology for
Apr 2012		Women, India
		 Bachelor of Technology In Computer Science Engineering graduated with distinction

Additional Activities

Toyota After Sales - Artificial Intelligence (AI) Conclave May 2017 -

• Led a Toyota After Sales internal initiative to nurture Ideation around Artificial Intelligence Application in Auto Industry.

• Generated 30+ AI ideas that are being incubated and developed with multiple business units. 30% of ideas are implemented with at least 1 business unit.

Jun 2017

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