



INFO



8939773152



abhilash.hari2410@gmail.com



Bangalore, India



B.E, Anna University



USA – B1 Visa Holder

PROFILE HIGHLIGHTS

- Market Research
- GTM, Product Roadmap, MVP
- Persona Profiles
- Backlog Refinement & Prioritization
- Sprint Planning, Reviews & Demos
- UI / UX Design & Prototyping
- Pre – Sales Proposals & Demos
- Solutioning & Design Thinking
- Test Driven Development Approach
- BRD, LLD, User Stories
- Product & Customer Success Metrics
- Product Analytics

DOMAIN APTITUDE

Analytics – AI/ML

- **Predictive / forecasting models in:** BFSI Operations, Insurance Fraud & Abuse (Claims), Public Health, Agriculture (Yield Predictions).
- Owned ideation, design & implementation of Augmented Data Discovery, Explorative Data Analysis (EDA) features with advanced visualizations for actionable insights.
- AI driven automated document processing & content extraction.

Banking, Mortgage, Health & Auto Insurance

- **Products & Solutions for (1) Health Insurance/ Payers:** Covering MMIS Claims Adjudication, EDI, Health Plan Member Enrolment. **(2) Providers:** Covering Revenue Cycle, Clinical Data (HL7) Management, Meaningful Use, PQRS, AHRQ, ERP for Hospitals **(3) Banking & Insurance:** Plan enrolment, Document processing, ETL for clean & digital correspondence (e-delivery).

ABHILASH. H

Product Manager (Product School Cert.) | Solutions Consulting | Pre-Sales | Analytics - AI & ML

- **Product Management**
- **Pre-Sales:** RFPs, RFQs, Proposals & Demos
- **Project Management**
- **Solutions Consulting,** Prototyping & Design
- **Program Management**
- **Agile Practitioner – Lean, Scrum, Kanban & TDD**
- **Customer Onboarding & Success**
- **UX - behavioral study & design**
- **Business Domains:** Digital transformation Products/ Solutions in US Healthcare (Payer & Provider), Banking & Insurance Operations, AgTech (Agriculture IT)
- **Analytics Specialization:** Solutions with Artificial Intelligence & Machine Learning predictive models, Explorative Data Analytics (EDA), Data Discovery & Visualization
- **People & Culture:** New hire orientation, on the job training & support, goal setting, performance reviews, 1-1s, & ownership grooming.

Creative, versatile, results oriented, design & solutions driven leader, with a track record of managing products and solutions (conception to delivery) for varied domains. Proven experience 'solutioning' problem statements & 'productising' solutions that transform businesses digitally. True go-getter with excellent product pre-sales, business development & marketing support experience involving prospect assessment, sales artefacts preparation, international conference participation, RFP & RFQ hunting, drafting proposals, prototyping, and delivering deal winning demos.

12

Total Work Years

10

Product management Years

5

People & Project Mgt. Years

6

B2B & B2C Products Owned

PORTFOLIO OF PRODUCTS/ SOLUTIONS

Distribution Model: SaaS on Microsoft Azure or AWS Cloud

Methodologies: Agile (Scrum for Product Development & Kanban for Onboarding Projects)



&



Program Integrity/ Risk Prediction Product for US Mortgage, Health & Auto Ins.
Revenue Cycle Management & Optimization Product for US Healthcare Providers
Program Management Platform for US Government Health Insurance
Member Enrolment & Benefits Management Product for US Health & Auto Ins.
ETL Product for Ins. Plan Transactions & Correspondence – Life, Health & Auto
Auto Document Processing Platform (domain agnostic)
Crop Yield Prediction Solution for Farmers & Agronomists



Customer/ Consumer Digital Engagement Platform (domain agnostic)

TOOLS UTILIZED

Product Mgt.

AHA
Jira
Confluence
Miro
Pendo

Project Mgt. & Pre-Sales

MS Project, Asana,
Salesforce, Sugar CRM

Others

Analytics & Visualization: Highcharts,
D3.js Tableau, Power BI
UI/UX: Sketch, Balsamiq, InVision
Design Artefacts: MS Visio, Draw.io
Essentials: MS Office

EMPLOYMENT SUMMARY

Product Manager (Sr)

Toppan Merrill Technology Services Pvt. Ltd.

September 2020 till date

Functional Manager – Products & Solutions

Novacis Digital Pvt. Ltd., Chennai

April 2018 to August 2020

 *Promotion - Functional Manager – Products and Pre-Sales*

Product Owner/Senior Technical Business Analyst

Merrill Corporation, Chennai

December 2016 to February 2018

Senior Business Analyst – Products & Solutions

Client Network Services Incorporated, Chennai

October 2014 to July 2016

 *Trips to HQ (USA) for Solution design & delivery – June '15 & Apr '16*

 *Employee of the Month – August 2015*

Team Leader – Products & Solutions

AGS Health Pvt. Ltd., Chennai

April 2014 to October 2014

 *Innovation Award for ideas on Revenue Optimization solution.*

Senior Business Analyst - Products

Athena Health Technologies Pvt. Ltd., Chennai

April 2011 to February 2014

 *Trip to HQ (USA) for Product kick start & design – June '12*

 *Spotlight Award – BCBS PA Claims Collection Solution*

Accounts Executive

Ajuba Solutions India Pvt. Ltd., Chennai

June 2009 to April 2011

 *Best Performer of the Years 2009 & 2010*

SUMMARY OF RESPONSIBILITIES HANDLED

Program & Product Management

- Define **Program goals, outcomes & strategy**, leading to **Product management & development strategies**.
- Define goals and strategies for Product portfolio in the Program.
- Manage the **Product and Innovation Practice** comprising of Product Owners, Product Business Analysts, UI/UX Analysts & Test Analysts.
- Conceive, collect & 'productize' ideas in the **Product's balanced backlog**, through research, learning, data collection from various internal and external channels.
- **Own & devise Product Roadmap, MVPs** via market research, opportunity & outcome analysis, questionnaires, Stakeholder' & Clients' feedback & using insights from Product's datasets.
- Work closely with UI/UX consultants to **design & prototype** human centred features.
- Management of **User Stories** (create, refine, prioritize in backlog, sprint and complete) using **Jira**.
- Own Agile ceremonies such as **Backlog Refinement, Sprint Planning, Daily Scrum, Sprint Review and Retro Meetings**.
- Monitor & publish **Program & Product performance**, success & quarterly financial outcome reports.
- Active part of GTM Strategy, **Product pricing** and Business Model exercises.
- Key contributor of the **Analytics Practice** providing Problem Statements & Data, model building support, results validation, visualization design & actions.

Pre-Sales & Solutions Consulting

- Work with sales to **hunt RFP/RFQs** and perform req. & gap analysis against Products/Solutions suite.
- Identify key **problem statements for solutioning**.
- Work with **Solution Architects & engineering** to finalize ideal solutions.
- **Draft detailed proposals** and host approval reviews.
- Co-own **prototyping** screens for proposals & demos.
- Handled ~30 proposals & **high-profile demos** over a period of 5 years for contracts that won over 500M.

Project Management

- Own **SOW, requirements documentation** approval & customer sign off.
- Prepare **Project plans** (using time, cost & resource **estimations**), iterative release plans. Own **status tracking, reporting, change & risk management**.
- Work with Implementation Leads to manage the delivery of Solutions on time.
- Support **budget/ cost, change & invoicing approvals**.
- Usage of **Kanban** or **Waterfall** for pertinent projects.