Sandheep Gopinath

+91-9745355256 • me@sandheepgopinath.com

🌐 Portfolio   in LinkedIn   ○ GitHub

EDUCATION

Post Graduate Diploma in Leadership & AI-ML	Plaksha University (Technology Leaders Program	2021 - 22
Post Graduate Program in Artificial Intelligence	Mc Combs School of Business, University of Texa	2020 – 21
Post Graduate Diploma in Embedded System	Accel IT Academy	2016 – 17
B. Tech Electronics and Communication	Sree Chitra Tirunal College of Engineering	2012 - 16

EXPERIENCE (8 YEARS 9 MONTHS)

Product Manager, HRS Group   **Aug'22 – Present**

HRS Group provides technology-based solutions for corporate travel management, specializing in hotel booking process for business travelers with a global network of hotels

- Responsible for the 3 core products of HRS, The Recommendation Engine, Rebooking and Ai Data Products.
- Elevated Recommendation Engine adoption to 80%, expanding user base from 23% to 48%.
- Transformed Rebooking into a self-service product, achieving a 99.6% reduction in lead times for operations.
- Executing revenue strategies to grow from 6% to 25% of TAM, enhancing annual revenue by $0.5 million.
- Pioneered AI data products to elevate hotel and data quality within the HRS portfolio, resulting in an 80% reduction in customer complaints related to data quality.

Product Manager, Qure.ai *(Contract)*   **Apr '22 – Jun '22**

Qure.ai is on a mission to provide accessible, affordable, & timely assistance to healthcare professionals across the globe with the help of AI & deep learning.

- Led a global market evaluation with experts in Data Science, Radiology, and Medicine. Analyzed demand, feasibility, and user needs, strategically identifying AI-driven products for Qure.ai in radiology.
- Leveraged insights from cross-functional collaboration to pinpoint the optimal AI product for radiology which resulted in Qure.ai's entry into the radiology domain, contributing to saving lives through the impactful deployment.
- Directly engaged with radiologists, labs, and science centers to identify and secure potential users for product testing thereby validating the AI product's real-world effectiveness.

Process Expert, Digital Transformation (*Role same as Product Manager***), Danfoss**   **Sep '17 – Aug '21**

Danfoss is building energy-efficient technologies which empower smart communities and industries, to create healthier and more comfortable climates in our buildings and homes and supply more food with less wastage.

- Developed and scaled a digitalization product using SCADA to automate productivity reports, resulting in a 2.4% increase in productivity per year across 118 machines in 4 countries.
- Pioneered a computer vision product for production output monitoring, achieving a 17% increase in efficiency and winning a Gold Award in Innovation at the 41st CII Kaizen competition in India.
- Engineered a preventive maintenance product with zero cost investment for 12 machines in Danfoss, India, saving $6,672 annually, and successfully rolled it out to factories worldwide.

Founder Head of Engineering & Products, Synapse Technologies | *Led engineering and products*   **Aug '14 – Sep '17**

Synapse technologies is a product company focusing on home automation, electronic products, and consultancy. Synapse Education is a subsidiary that focus on technical training and workshops

- Successfully launched 6 hardware products in home and industrial automation, resulting in repeat business from major players and training 2000+ students in robotics and automation
- Successfully managed and launched multiple products, delivering them on time and within budget while collaborating effectively with cross-functional teams. Led successful product launches, resulting in increased revenue and market recognition.
- Built and maintained strong relationships with customers, resulting in repeat business and increased revenue.

SKILLS

- **Product Management:** Working backwards, PRFAQ, PRD, Roadmapping, Market research, Data Visualization, Wireframing, Prototyping, Dashboarding, Project Management, Agile, Stakeholder management
- **Technical:** Python, SQL, Data Analysis, Computer Vision, Natural Language Processing, Git, Raspberry Pi
- **Tools:** Jira, Confluence, Miro, Balsamiq, Tableau, Power BI, SQL Server Management Studio, GitHub

ACHIEVEMENTS

- Founders Award for All round Excellence, Entrepreneurship Challenge Lab Award, Best Student Committee Award, Plaksha University 2022
- Emerged as winners of Entrepreneurship Challenge Lab in Plaksha for building a legal search tool using **Natural Language Processing**, in collaboration with Manupatra, which helped to reduce the time for legal research.
- Headed technology explorations team and was featured as leading examples of Danfoss Behaviors in 2019

LEADERSHIP POSITIONS

- **Educational Mentor** at Great Learning for Post Graduate Program in Artificial Intelligence and Machine Learning