

SANDEEP VISHWAKARMA

Product Management Professional



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PROFILE

A highly analytical and versatile Senior Product Management Leader offering 18+ years of in-depth industry expertise with full product lifecycle management. Hands-on and focused; actively led, created, and launched best-in-class product offering. Built strong working relationship with internal, external, and cross-functional teams in global environment.

WORK HISTORY



JOHNSON CONTROLS (2015-26)
Senior Product Manager (Boston, USA)



HONEYWELL (2012-15)
Vertical Manager (Mumbai, India)



REDINGTON GULF (2012-12)
Asst. Product Sales Manager (Dubai, UAE)



SIEMENS LTD (2007-12)
Senior Account Manager (Mumbai, India)

EDUCATION



**JAMNALAL BAJAJ INSTITUTE
OF MANAGEMENT STUDIES**
Master's in Marketing Management
(2013) **1st Class**



**BHARATI VIDYAPEETH'S
COLLEGE OF ENGINEERING**
Bachelor of Engineering
(Electronics & Telecommunication)
(2007) **1st Class**

LAST 18+ YEARS

Prod. Mgmt.: Building new business cases for new products, making improvements to those that have already been produced, and looking for new business ventures

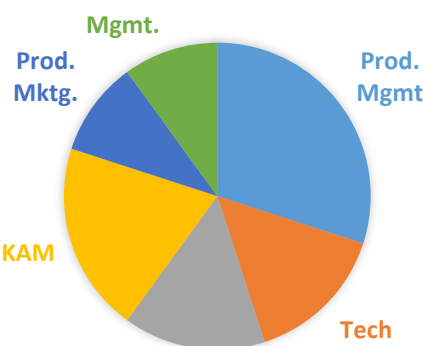
Tech: Built technical relationship with prospects and existing customers (internal & external)

Prod. Mktg.: Worked on VoC, market & competitor analysis and trends for new product introduction

KAM: Built customer relationships, worked on long term organization goals, identified business opportunities, closed business deals

Mgmt.: Planned and executed innovative market strategies to enhance market share and to improve brand awareness

BD: Helped create more than 15 new logos



Global Senior Product Manager (Illustra) - Roles & Responsibilities

- ❖ Own global P&L and strategy for the Illustra camera & IoT sensor portfolio (~\$60M annual revenue; ~\$100M+ ecosystem pull-through).
- ❖ Delivered **12+ new Illustra products in 5 years** (AI cameras, NDAA-compliant platforms, IoT sensors), driving **18–25% YoY growth** across Retail, Data Centers, Healthcare, and Smart Buildings.
- ❖ Led multi-year roadmap for IP cameras, edge-AI analytics, and environmental/occupancy IoT sensors; aligned investments with customer needs, market trends, and competitive positioning.
- ❖ Directed lifecycle management for **60+ AI-enabled camera SKUs**, executing global transitions from legacy to next-gen platforms; achieved **~15% cost reduction** through BOM optimization and supplier consolidation.
 - Delivered **30% reduction in false alarms**, **40% faster forensic search**, and **22% YoY increase** in VMS license attach rate
- ❖ Released NDAA-compliant camera families, increasing federal and critical-infrastructure penetration
 - Implemented secure-boot, signed firmware, and cybersecurity hardening
 - Followed GDPR and country-specific regulations (incl. STQC – India) for all AI camera launches
- ❖ Led global Voice of Customer (VOC), engaging **100+ customers/integrators annually**; translated insights into differentiated product requirements, user stories, and engineering specifications.
- ❖ Acted as Product Owner for Illustra's edge-AI and cloud-connected roadmap; authored user stories, prioritized Agile backlogs, and guided engineering teams across US, India, UK and EMEA.
- ❖ Defined organic and inorganic growth strategies, including OEM partnerships, alliances, and adjacent IoT category expansion.



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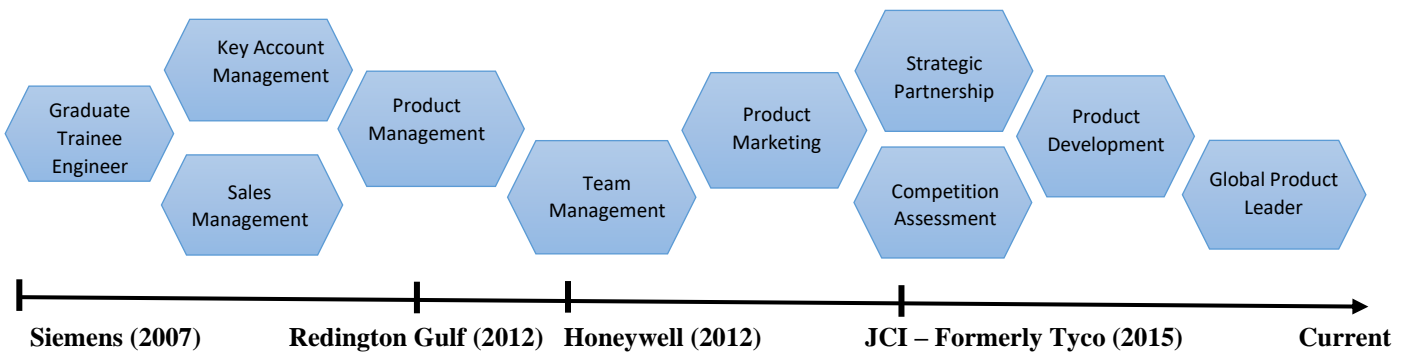
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- ❖ Served as SME for Sales, Operations, and Customer Support; delivered global enablement, competitive positioning, and launch collateral to accelerate adoption.
- ❖ Presented portfolio performance, market insights, and investment proposals to senior leadership, influencing multi-million-dollar funding decisions.

PRODUCTS & SOLUTIONS

Electronic Security	Cyber Security	Cloud	Artificial Intelligence	Networking and Storage	Voice
14 years of exp. in handling physical security products	Importance of Cyber security requirement for security systems	Designed solutions with cloud application and hardware for existing/new appln.	Worked on AI solution for enterprise customers over a period of 5 years	Designed solution for networking and storage in smart cities and other complex installations	4.5 years of exp. in designing and selling unified communication solution

HOW I DID IT?



PROFESSIONAL DEVELOPMENT & ACHIEVEMENTS

- Certified SAFe 5 Product Owner/Product Manager
- Certified on Generative AI, Large Language Models (LLM) and Responsible AI
- Certified on Product Management: Overview, Building a Product Strategy and Metrics for Product Manager
- Awarded with Tyco Stellar Award in Converge 2018 for over-achieving goals
- Awarded with Achievers, Merit and Performance Awards in Siemens, Honeywell and JCI
- Certified as Unified Communication Solution Specialist and Siemens Open Communication Associate (SOCA)
- Trained on Access Control Software (Software House, CEM and Prowatch)
- Trained on Video Management Software (American Dynamics, ExacqVision and Honeywell Universal Surveillance (HUS))

IF I AM NOT WORKING



Internet & Social Media



Jogging & Exercise

Travelling

PERSONAL

