



S ANWAR AHMED

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Entrepreneurial Product Manager

10.6 years' experience as an Entrepreneur and an IT professional, in Pharma, Retail and Banking domains, while leading both small and large, cross-functional and geographically distributed teams. Significant exposure to Business Strategy, Market Research and Talent Management functions. A relentless problem solver with strategic approach to innovate for complex problems, with focus on Systemic Efficiency, Consumer Experience and Business Value.

**Product Development • Product Management • Business Strategy
Cost Accounting • Profitability Assessment • P&L Assessment**

WORK EXPERIENCE

SAFEMEDS | Founder & CEO

MAY 2015 - PRESENT

Conceived and developed SafeMeds™, a data and analytics platform for improving Market Efficiency, enabling Consumer Safety and providing MicroAnalytics™ for Pharmaceutical and Life Sciences industry.

- Led the Primary Research for product development, including interviewing the pharmacies, distributors, and big-pharma manufacturers.
- Designed the Product Strategy, Revenue Model through extensive competitive research.
- Designed the Solution Architecture that will work both Online and Offline in a disruptive form factor.
- Designed the Mobile and Web UI for Pharmacy Tools and Consumer App.
- Forged and signed MoUs with related major businesses as strategic partners.
- Built Investment Proposals, Financial Projections and presented to investors.

INFOSYS

JUNE 2007 - APRIL 2015

Technology Lead

JANUARY 2013 - APRIL 2015

Led the Market Research initiative in Digital Marketing domain for Strategy Team, through sourcing information from major consulting publications and presenting insights based on the same.

- Created and presented a Growth Strategy, with 3 prospective targets for acquisition.
- Acquired a full-time role in SMART (Strategic Market Analysis & Research Team).

Owned the management of resource demands, project engagement data and skill repository of 1500+ employees across Infosys globally.

- Improved reporting techniques of projected bench, lead time increased to 2 months.
- Improved reporting techniques of project expiration, lead time increased to 3 months.
- Reduced the overall Talent Management effort by 25%.

Led a team of 17 engineers for 24X7 production support to 60000+ processes of Tier 2 and Tier 5 business critical applications for a Major American Bank, and maintained CMM Level 5 compliance.

- Improved Quality of Operations, reduced escalations by 86% in the first 3 months.
- Improved issue response time from 35 minutes to 14 minutes average, in 6 months.
- Changes to operations improved SLA compliance from 66.5% to 93.5% in 6 months.



Technology Analyst

OCTOBER 2010 - DECEMBER 2012

Owned Release Management for Endur, a Commodities Trading & Risk Management software (CTRM). Led a team of 4 engineers. Liaised with client teams, developers, testing team, database administrators for release assets. Solely responsible for compliance checks of release assets, and Go-No Go decision making.

- Improved Operational Efficiency, resulted in 19% increase in number of releases per month.

Senior Systems Engineer

JUNE 2008 - SEPTEMBER 2010

Owned the consolidation efforts of all Software Assets of Major American Bank and the Major Home Loans Company that the bank acquired.

- Consolidation efforts saved roughly 115,000 USD in costs and annual overhead to IT Procurement team of the Bank.

Software Engineer

JUNE 2007 - MAY 2008

Responsible for creating solutions for problems faced by any project in ECS business unit.

- Conceptualized the 2-Factor authentication protocol for enabling secure banking from mobile devices.

EDUCATION

INDIAN SCHOOL OF BUSINESS | MBA

HYDERABAD | JUNE 2018

Executive MBA in Strategy & Leadership, specialization in Marketing.

OSMANIA UNIVERSITY | BE

HYDERABAD | JUNE 2007

Mechanical Engineering.

CERTIFICATION

DESIGN THINKING FOR INNOVATION

FEBRUARY 2017

University of Virginia, Darden School of Business. Facilitated by Coursera.

ADDITIONAL EXPERIENCE

DLabs @ INDIAN SCHOOL OF BUSINESS

PROGRAM MANAGER | AUGUST 2015 - DECEMBER 2015

Spearheaded the entire initiative of Indian Demo Day - Singapore. Responsible for planning & scheduling, event marketing, communication design, liaising with potential investors, identifying and validating startups. *[Goodwill Engagement]*