

Kiran R

Senior Product Manager | AI-Driven Supply Chain & Enterprise Platforms | SAP SD | Inventory & Revenue Optimization

+91-9036288730

kiranreddyr1993@gmail.com

Bengaluru

kiranreddyr



PROFESSIONAL SUMMARY

Senior Product Manager with 9+ years of experience building and scaling data-driven platforms across supply chain and digital commerce ecosystems. Led products influencing ₹3000Cr+ annual revenue, driving measurable outcomes including +6% service level improvement, 12% stock-out risk reduction, ₹50L+ monthly digital revenue growth, and 50% operational efficiency gains. Strong focus on experimentation, user adoption, KPI-driven roadmapping, and AI-powered decision systems. Experienced in scaling 0->1 and 1->N products through analytics-led prioritization and cross-functional execution.

CAREER TIMELINE

Apr 2025 - Present

TVS MOTORS | Bangalore
Senior Product Manager

Sept 2022 - Mar 2025

TVS MOTORS | Bangalore
Product Manager

Feb 2018 - Sept 2022

Confio Technologies Pvt Ltd.
Product Manager

Aug 2016 - Feb 2018

Confio Technologies Pvt Ltd.
Software Engineer

EDUCATION & CERTIFICATION

- Post Graduate:** Executive MBA (EMBA) Focus Area: Strategy, Operations
University: Indian Institute of Management Kozhikode (IIMK) Year: 2025- 2027
- Graduate:** Bachelor of Engineering (B.E.) Electronics and communication
College: Sri Sairam College of Engineering Year: 2012-2016

Generative AI for Product Managers

- Applied AI use cases in enterprise product design
- LLM-based workflow integration & AI-assisted decision systems

Software Process & Agile Practices – University of Alberta

- Agile product lifecycle management
- Scalable sprint planning & cross-functional delivery

Introduction to Software Product Management – University of Alberta

- Product strategy, roadmap prioritization, and stakeholder alignment

Product Management: Building a Product Strategy & Roadmap

- KPI-driven product development
- Business outcome mapping and impact measurement

PROFESSIONAL EXPERIENCE

TVS MOTORS | Bangalore
Senior Product Manager

Apr 25 - Present

- Own the enterprise POMS platform serving 90+ distributors nationwide, influencing ₹3000Cr+ annual spare parts revenue and nationwide service fulfillment operations.
- Lead Product Manager for the enterprise Parts Order Management System (POMS) across the India APS network, driving AI-led supply chain transformation and SaaS modernization initiatives.
- Led enterprise rollout of AI-driven replenishment engine leveraging demand velocity and lead-time intelligence, **reducing stock-out risk by 12%** and improving **service levels from 82% to 88%**.
- Conceptualized and implemented SLA risk-based pick slip prioritization with predictive unserviceable line detection, **targeting a 5–8% uplift in service fulfillment** performance.
- Digitized warehouse inbound and picking operations, improving processing efficiency by **50%** and increasing inventory accuracy across APS network.
- Led cross-functional squad across Supply Chain, SAP, Engineering, Digital, and QA teams; presented roadmap, service-level KPIs, and automation ROI metrics to senior leadership.
- Defined north-star metrics and conducted controlled experiments (A/B-style rollout across distributor cohorts) to validate replenishment logic and improve service-level outcomes.

KEY SKILLS

Product Leadership

- AI-Enabled Product Strategy
- Enterprise SaaS Modernization
- Roadmap & KPI Governance
- Cross-Functional Leadership
- Product Analytics & Experimentation
- North-Star Metric Definition
- Funnel Optimization

Supply Chain & Commerce

- SAP SD (Order-to-Cash)
- Inventory & Service Level Optimization
- Warehouse Digitization
- Digital Commerce Platforms

Data & AI

- Demand Intelligence
- Predictive Analytics
- Anomaly Detection
- LLM-Based Decision Systems

- Instrumented platform usage analytics to monitor adoption, fulfillment velocity, and distributor behavior, driving data-backed roadmap prioritization.
- Designed a real-time logistics control tower solution that enhanced shipment predictability, reduced SLA breach risk, and strengthened dealer experience across the APS network.
- Led legacy DMS to modern B2B SaaS migration, driving vendor evaluation, **SAP integration**, and seamless rollout across dealer network
- Conceptualized a Pan-India AI-powered inventory exchange marketplace to liquidate non-moving parts, enabling dynamic discount optimization with projected **20% dead stock reduction**
- Defined use case, data architecture, and KPI framework for LLM-powered analytics copilot enabling natural language queries over enterprise sales dashboards
- Implemented anomaly detection models to identify discount leakage and dealer claim risks, improving governance and margin protection
- Drove cross-functional execution across Engineering, Data Science, Supply Chain, Finance, and Dealer Operations in Agile delivery model.
- Led cross-functional squad across Supply Chain, SAP, Engineering, Digital, and QA teams to deliver enterprise-scale releases.
- Presented roadmap, service-level KPIs, and automation ROI metrics to senior leadership and steering committees.

ENTERPRISE IMPACT SNAPSHOT

- ₹3000Cr+ annual revenue platform influence
- +6% service-level improvement (82% ->88%)
- 12% stock-out risk reduction
- ₹50L+ monthly digital revenue growth
- 45% digital order penetration within 12 months
- 50% warehouse workflow efficiency improvement

TVS MOTORS | Bangalore

Digital Product Manager 2

Sept 2022- Apr 2025

Loyalty Program – Mobile Platform (Lubricants & Spare parts)

- Led end-to-end development and nationwide rollout of a mobile-based loyalty ecosystem incentivizing lubricant purchases across dealer and retailer network.
- Increased repeat purchase frequency by ~18% and improved retailer engagement through gamified rewards, milestone-based incentives, and targeted campaign nudges.
- Digitized previously manual incentive tracking, improving reward claim transparency and reducing disputes by ~25%.
- Leveraged behavioral analytics to enable targeted promotional campaigns, improving campaign conversion rates by ~15%.
- Drove adoption across regional dealer network, achieving ~60% active program participation within the first year of launch.
- Improved 30-day active engagement by ~22% through gamified milestone rewards and targeted campaign experimentation.

Spare Parts Direct-to-Customer E-Commerce Platform

- Conceptualized and launched a dealer-facing spare parts e-commerce platform, digitizing manual ordering workflows and enabling self-serve procurement.
- Generated ₹50L+ incremental monthly revenue by increasing digital order penetration to ~45% of total dealer orders within 12 months.
- Increased digital order penetration to ~45% of total dealer orders within 12 months, shifting channel mix toward higher-margin self-serve transactions.
- Improved Net Promoter Score (NPS) by enhancing real-time inventory visibility, transparent pricing, and streamlined checkout experience.
- Increased order accuracy by ~20% through system-driven validation and real-time ERP/SAP inventory synchronization.
- Enabled higher dealer retention and repeat ordering by reducing order turnaround friction and improving fulfillment visibility.
- Increased monthly active dealer users (MAU) by ~40% within first year of launch through UX optimization and pricing transparency improvements.
- Reduced checkout drop-offs by ~18% through iterative funnel analysis and streamlined ordering workflows.

Confio Technologies Pvt Ltd.

Product Manager

Feb 2018 - Sept 2022

- Owned end-to-end product strategy and lifecycle for IoT Hubs and Controller platforms powering enterprise-grade automation solutions.
- Defined product vision, roadmap, and hardware–software integration architecture to enable scalable, secure IoT deployments.
- Partnered with Schneider Electric on the Wiser India initiative, delivering seamless mobile-to-hardware orchestration and enterprise-ready smart automation capabilities.
- Led cross-functional product and engineering teams to deliver scalable IoT automation platforms.
- Improved release predictability and reduced cycle time by 30% through structured Agile governance, sprint cadencing, and backlog prioritization frameworks.

Confio Technologies Pvt Ltd.

Software Engineer

Aug 2016 - Feb 2018

- Developed and maintained Android applications supporting IoT-based home automation solutions.
- Implemented secure device-to-mobile communication workflows for real-time control and monitoring.
- Collaborated with firmware and backend teams to ensure stable API integrations and seamless user experience.
- Contributed to UI enhancements and performance optimization to improve application reliability.
- Supported testing, debugging, and production releases in an Agile development environment.