

Abdul Wasey

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Strategic Product Leader with 8+ years of experience delivering high-impact enterprise products. Proven track record of driving product innovation, revenue growth, and user adoption across AIOPS, Observability, Data, and Regulatory platforms. Combines deep technical knowledge with business acumen to transform market opportunities into successful product offerings that deliver exceptional ROI.

EXPERIENCE

HCL SOFTWARE

Noida, India (Hybrid)

Group Manager (Director) – Product Management/ AI R&D Lead (Team Size: 7) (Recipient: AI Innovation Award) Oct 2024 – Present

- Key deliverables include **driving initiatives for product growth and adoption, leading innovation R&D, strategizing marketing activities, defining and executing product roadmap and strategy plans, and prioritization of product backlog** using agile tools.
- Orchestrated product strategy for enterprise **AIOPS** and **Observability** platforms using **Jobs-to-be-Done framework** and **OKRs**.
- Launched a **Full Stack Observability** platform to drive unified operational intelligence, unlocking **\$25M** in the qualified opportunities.
- Designed the **world's 1st AI powered Process Mining Engine**, positioning HCL as one of the leaders in Process Management rankings.
- Developed the **world's 1st Regulatory Controls AI Engine**, generating **\$15M** Pipeline and **\$4M** in secured contracts within 5 months.
- Lead **innovation R&D** initiatives using **lean product development** methodologies, resulting in **3 patent-filed technologies**.
- Established **product analytics framework** with KPIs across engagement, adoption, and usage to drive roadmap decisions.

Senior Manager – Product Management (Team Size: 7) (Recipient: Distinguished Performance Award)

Oct 2022 – Sept 2024

- Led product management practice for a suite of **AIOPS (AI for IT Operations), Business Process Observability, and Data** products.
- Designed the **world's 1st Business Process AI Engine**, delivering **\$30M** in Sales Pipeline and **\$8M** secured in contract value.
- Launched an **advanced AIOPS** solution platform to drive enterprise digital transformation, unlocking **\$20M** in the sales pipeline.
- Shipped **50+ successful product releases** and **launched 6 new solution platforms** across globally distributed product teams (UK, USA, Europe, and India) using **dual-track agile** methodology, generating **\$15+ M** in direct annual revenue.
- Implemented **North Star metric framework** for an AIOPS platform, driving **30% growth** in annual recurring revenue through targeted feature development and partnership integrations
- Engaged with analyst firms (**Gartner, Forrester, IDC**, etc.) to secure strategic positioning and inclusion in market reports.
- Led solution proposal/implementation for a **F500 US Bank**, resulting in **\$75M+** of revenue leakage identification (**550% ROI**).
- Established **Customer Advisory Council** (200+ interviews), synthesizing findings into actionable requirements using **Kano prioritization model**.

Manager – Product Management (Team Size: 4) (Recipient: Distinguished Performance Award)

Oct 2021 – Sept 2022

- Boosted product awareness by 40% by creating comprehensive **go-to-market strategy** for Google Cloud Marketplace listing and establishing an upsell partnership with **Google**.
- Built solutions for a **top 3 German bank** enabling **60%+ outage reduction**; product today supports **€20M+ in daily transactions**.
- Designed **solution packs for 14 industry verticals** using **jobs-to-be-done canvas**, driving **\$3.5M in net new** and **35% revenue growth**.
- Crafted data-driven value proposition for a **UK fintech firm** using **problem/solution fit validation** to address the issue of payment failures, winning \$270K POC that culminated in a **\$2.3M enterprise deal**.
- Implemented **A/B testing framework** for feature rollouts, increasing user adoption rates by 28% across enterprise deployments

Deputy Manager – Product Management (Team Size: 2)

Sept 2020 – Sept 2021

- Led a team of 4 to design a customized product solution for a **Top 5 Australian bank**, resulting in **\$1M** annual cost savings.
- Led business process optimization initiative using **value stream mapping** for a global oil & gas client, delivering **\$1.6M** annual savings.
- Established **user feedback loop** combining customer/partner interviews and usage analytics to uncover pain points and drive enhancements.
- Implemented **RICE prioritization framework** to optimize development resources, increasing on-time feature delivery by 42%.

CENTILYTICS

Noida, India

Senior Product Manager (Team Size: 5)

Mar 2019 – July 2019

- Responsible for **prioritizing, grooming, and maintaining the product backlog** based on **Agile methodologies** and business needs and **aligning sprint deliverables** to meet the customer requirements.
- Led product discovery for cloud cost optimization feature using **lean canvas** methodology, launching solution that helped clients save **\$500K+** within first month of adoption
- Developed **partner ecosystem strategy**, resulting in **\$5M** sales pipeline through strategic technology and channel partnerships
- Conducted **user feedback sessions** and worked with Business, Product, and Technology leaders to align the product roadmap.
- Implemented **dual-track agile** with dedicated discovery and delivery sprints, reducing time-to-market for new features by 35%

MANAGINEERS INDIA

Lucknow, India

Senior Consultant - Product Management and Presales (Team Size: 8)

Jun 2018 – Mar 2019

- Built Product Management function from ground up, recruiting/mentoring a team of 8; established standardized product processes.
- Led cloud transformation using **TCO analysis** and **feature/value mapping**, reducing IT expenses by 30% (\$60K annually).

- Implemented operational efficiency program using analytics, reducing costs by 7% (~\$20k) through targeted process improvements.

HCL TECHNOLOGIES
Senior Business Analyst

Noida, India
Aug 2016 – July 2018

- Transformed backend operations of a European bank, helping the client save **500+ man-hours/week** and **\$800K savings/year**.
- Implemented **impact vs. effort prioritization model** for enhancement requests, improving resource allocation and on-time delivery.

EDUCATION

DR. A.P.J. ABDUL KALAM TECHNICAL UNIVERSITY
Bachelor of Technology, Computer Science and Engineering, 2016

Lucknow, India
1st Division

PERSONAL PROJECTS

AI Autopilot for Enterprise Processes (Glaux): Concept project combining Process Mining, Compliance Monitoring, and Agentic AI
AI Coder for Vibe Coding (Ultracode): Vibe coding platform enabling users to build full stack apps/websites with minimal prompts
E-Commerce Platform (Yum Spices): Fully functional e-commerce platform for buying premium spices
Personal safety companion (Safitty): Personal safety app designed to provide users with a complete safety ecosystem.

STANDARDIZED TEST SCORES

GMAT: 770 (99%) Scored maximum achievable percentiles overall as well as in Quant, Verbal ability, and Data Interpretation

SKILLS & ABILITIES

Management: Product Management, Marketing Management, Stakeholder Management, Team Management, Executive Communication
Product Management: Product Strategy, Roadmap Development, Product Discovery, User Research, Feature Prioritization, Product Analytics, Value Proposition Design, Competitive Analysis
AI: AI Product Strategy, AI Integration/APIs, Prompt Engineering, LLM Finetuning, MCP Architecture, Agentic AI, RAG, Model Evaluation
Product Tools: Jira, Aha.io, Confluence, Trello, Visio, PowerPoint, Figma, Postman, Mixpanel, Miro
Methodologies & Frameworks: Agile, Dual-Track Agile, Scrum, Design Thinking, Jobs-to-be-Done, OKRs, RICE Scoring, Kano Model, Impact Mapping, North Star Framework, Lean Canvas
Strategy: Business Process Consulting, Business Strategy, GTM, Market Research, Business Planning, Strategic Planning
Soft Skills: Team Player, Leadership, Excellent Communication, Adaptability, Creative Thinking, Problem Solver, Empathy