

SHREYAS WAGHMARE

Product Leader | AI Generalist | Mentor | Podcaster

PROFESSIONAL SUMMARY

Strategic Product Leader with 18+ years driving product innovation, \$2.25B+ market expansion, and team building across SaaS, Contact Center, and enterprise platforms. Proven track record managing product portfolios with P&L influence (19.2x ROI Potential), scaling teams, and mentoring 68+ product professionals. Expert in translating customer needs into profitable products through financial discipline, cross-functional leadership, and data-driven execution.

WORK HISTORY

PRODUCT LEADER - CXONE PLATFORM 12/2022 to Current NICE, Pune

Strategic Impact & P&L Leadership:

- Driving product strategy for a \$2.25B market expansion, targeting a 5% BPO customer growth, and a 12% reduction in lost deals.
- Leading API Gateway strategy accelerates time-to-market by 20% and improves customer satisfaction through an enhanced developer experience.
- Built Intutive NPS Analyzer using AWS Kiro in 10 Days using vibe coding resulting analyst time saving by 85-90%, 95% faster decision making and Improving RCA efficiency by 70%.

Team & Community Leadership:

- Leading a cross-functional project across 30+ teams in the CXone Suite to deliver a unified product roadmap.
- Building a product management community within NICE Pune: established PM forums, monthly learning sessions, an internal newsletter, and Product Jam events driving product sense across 70+ PMs.
- Mentored 68+ aspiring product managers through their transition into product management

LEAD PRODUCT MANAGER 09/2020 to 11/2022 Mindbody Inc., Pune

Team Building and P&L Impact:

- Led a three-person PM team; created a PM career framework and onboarding playbook, reducing ramp-up time by 40%.
- Launched consumer APIs, generating 19.2x ROI and new revenue streams through partner ecosystem monetization.
- Developed a simplified API pricing model, improving customer satisfaction by 30% while optimizing profitability through value-based pricing analysis.
- Recovered 50% of lost revenue through improved partner (Google) network integration and conversion tracking.

GTM and Customer Success:

- Enhanced developer experience driving a 40% increase in partner API usage through improved documentation, SDKs, and sandbox environments.
- Collaborated with Marketing and Sales on the API GTM strategy: positioning, messaging, and partnership programs.

SENIOR FUNCTIONAL ANALYST (PRODUCT LEADERSHIP) 11/2016 to 09/2020
Calsoft Pvt. Ltd., Pune

- Led a 10-engineer team delivering OpenStack Data Protection for Veritas NetBackup, expanding market reach, and generating a 15% market share growth.
- Integrated open-source deduplication reduces customer backup costs by 50%, improving product competitiveness.
- Defined product strategy for high-resiliency storage and O365 data protection, increasing client retention.
- Led a 20+ member NetBackup product team, driving the entire roadmap execution for two consecutive years.

PRODUCT OWNER 03/2010 to 05/2015
Hewlett Packard, Pune

- Owned the product backlog for the HP NonStop Server storage module; prioritized enhancements based on customer feedback and ROI.
- Implemented Tape Encryption Policy improvements, reducing customer complaints by 30%.
- Designed the SM-HBA library, extending functionality for SAS devices and expanding market reach.

PRINCIPAL SOFTWARE ENGINEER 03/2007 to 03/2010
Calsoft Pvt. Ltd., Pune

- Developed a mirroring component for a high-speed caching device, enhancing data redundancy and performance.
- Designed Calsoft Simulated File System, improving storage efficiency and testing capabilities.

SKILLS

Roadmap development	Financial modeling
Pricing strategy	Cross-functional leadership
Hiring & talent development	Strategic thinking

EDUCATION

- Institute of Product Leadership**, Bangalore, India
MBA, Product Leadership, 01/2020
- BITS Pilani**, India
Master of Science, Software Systems, 01/2014
- Pune University**, Pune, India
B.E., Electronics, 01/2004

**LEADERSHIP,
MENTORING &
COMMUNITY IMPACT**

Executive Coach & Product Management Mentor:

Independent, 2023 - Present

- 70+ hours of 1:1 executive coaching with 68 aspiring product managers, guiding successful career transitions
- Conducted 10+ workshops on topics: product strategy, roadmapping, prioritization frameworks, AI for Product Managers, stakeholder management, case study solutioning, Personal Branding
- Developed systematic coaching framework covering career assessment, skill gap analysis, and interview preparation

Faculty, Agile Product Management

Institute of Product Leadership (IPL), Bangalore 2024 - Present

- Teaching Agile Product Management to aspiring and mid-level PMs: product lifecycle, customer discovery, agile methodologies, roadmaps, prioritization, OKRs
- Designed curriculum with real-world case studies from 18+ years across Storage, SaaS, Wellness, Contact Center
- Mentored 50+ course participants through capstone projects; rated 4.8/5 for practical, industry-relevant teaching

Product Community Leader

- Building PM community at NICE Pune: Established PM forums, monthly learning sessions, best practice sharing across 70+ PMs
- Active in product communities: Regular workshop facilitator on product strategy, financial acumen, team building, and career growth
- Thought leadership: Portfolio website (shreyaswaghmare.com) sharing PM frameworks, coaching insights, and case studies
- Podcast Host: Entrepreneurial Minds, experiential learning for entrepreneurs.