

SHREENATH GOVINDANKUTTY

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<https://www.upraised.co/portfolio/shreenath-govindankutty>

SUMMARY:

- **IIM Bangalore Graduate** with 14 years of expertise in the functional areas of **Engineering** (APIs, Security and Cloud Technologies) and **Marketing** (B2B Sales) in the domain of **Cybersecurity** (API Security & Cyber Risk)

PROFESSIONAL EXPERIENCE:

Upraised (Jul 2022-Nov 2022)

Remote, India

Product Management Fellow

PRD 1 – Empower homemakers to actively and confidently participate in financial markets leading to an increase in Revenue for Zerodha.

PRD 2 - Improve the refund experience for customers opting for the Zero-Cancellation fee feature thereby increasing retention on Ease My trip platform.

IBM (Nov 2015 - Present)

Swindon, UK / Bangalore, India

Lead Security Consultant

- Led the API security testing of online banking feature through effective **stakeholder management**, which **reduced fraudulent transactions by \$2 Million** for Nationwide - a leading bank in UK.
- Improved the security posture of **Merchant Payments products** by liaising closely with platform architecture and engineering teams resulting in **reduced cyber risk** for Barclays – a leading Bank.

Ambal Enterprises (Nov 2014 - Oct 2015)

Coimbatore, India

Family Business - B2B Sales Engineer

- Organized a **targeted email marketing campaign** with 3 team members for Jindal's Industrial Voltage Stabilizer which resulted in Revenue growth of Rupees 5 lakhs through "post-sales service".

Tata Consultancy Services (Mar 2010 – Nov 2014)

Chennai, India

Product Security Test Lead

- **Led a team of 22 team members to achieve quality assurance targets** thereby improving Net Promoter Score (NPS) from 7 to 9.

Alcatel-Lucent Limited (Oct 2008 - Mar 2010)

Chennai, India

Product Test Engineer

- Responsibilities included writing **Test specifications, Test Strategy documents, validating test cases and uncovering defects** to improve VoIP solution quality.

EDUCATION:

- **IIM Bangalore**

Bangalore, India

Master of Business Administration (MBA), Apr 2021- Feb 2023

- **Anna University**

Coimbatore, India

Bachelor of Engineering (BE), Electrical Engineering, 2004-2008

SKILLS:

- Proficient in API Security Testing using POSTMAN & SOAP UI, Security and Privacy Technologies

CERTIFICATIONS:

- Certified Scrum Product Owner, Pragmatic Marketing (Level 2), CISSP

EXTRA-CURRICULARS:

Volunteered 1000 hours for helping self-isolating patients with Covid-19 symptoms whilst in the UK. Responsibilities included delivering prescriptions and groceries.