

# Vyom Nagrani

Director, Product Management at Oracle Cloud

vyomnagrani@yahoo.com

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## Summary

A proven leader with analytical, problem-solving mindset and effective interpersonal skills

Successful track record of seeding and implementing new business ideas to generate new revenue streams and increase profitability through business strategy and operations

Experience interacting with senior management for pitching new business propositions and product roadmap, seeking resource funding, and reporting business metrics and progress

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## Experience

### **Director, Product Management at Oracle**

February 2017 - Present (2 months)

Director of Product Management at Oracle Cloud

### **Manager, Product Management at Amazon Web Services**

March 2016 - February 2017 (1 year)

Manage a team of PMs for AWS Lambda

### **Sr. Product Manager at Amazon Web Services**

May 2013 - March 2016 (2 years 11 months)

Managed AWS Lambda roadmap and evangelism, including defining and prioritizing of product deliverables, shipping new features, managing product performance and customer use-cases, and driving long-term business strategy

Led the product requirements and launch of Amazon EC2 Container Service and defined customer experience

Managed overall pricing strategy for Amazon EC2 business, including existing pricing models such as On-Demand and Reserved-Instances, while innovating on new-pricing models and helping customers manage their costs

### **Summer Associate at A.T. Kearney**

May 2012 - July 2012 (3 months)

Defined strategy for optimization of marketing operations and identified bottom-line improvement opportunities for a global packaged food conglomerate

## **MAP Consultant at Deutsche Asset Management**

March 2012 - April 2012 (2 months)

Assessed growth opportunities for the Retirement Solutions business by using new technologies, social media and social networking

## **Marketing Manager at Hewlett-Packard**

June 2010 - July 2011 (1 year 2 months)

Identified key customer segments, created value propositions, and introduced Social Media Marketing program for HP Storage Services

## **Marketing Manager at eInfochips**

August 2008 - June 2010 (1 year 11 months)

Led marketing strategy formulation, planning, and execution for Embedded Services department

## **Technical Lead at eInfochips**

June 2006 - August 2008 (2 years 3 months)

Led team of four to develop a new product, coordinated with a 22 member offshore team, and designed project plans and roadmaps for clients

## **Intern at ISRO**

January 2006 - May 2006 (5 months)

Designed and verified an IP Core for hardware, simulated system in MATLAB

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## **Skills & Expertise**

**Management Consulting**

**Marketing**

**R&D**

**Pre-sales**

**Business Analytics**

**Product Marketing**

**Business Development**

**CRM**

**Online Marketing**

**Marketing Strategy**

**Project Management**

**Problem Solving**

**Product Management**

**Business Strategy**

**Project Planning**

**Competitive Analysis**

**SEO**

**Strategy**

**Integrated Marketing  
Analytics  
Cross-functional Team Leadership  
Analysis  
Requirements Analysis  
Customer Relationship Management (CRM)**

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## Education

### **University of Michigan**

MBA, Strategy, 2011 - 2013

Activities and Societies: - Member: Consulting Club, General Management Club, Technology Club - Selected: Entrepreneurial Consultant to help launch a startup; Ross Ambassador

### **Gujarat University**

B.E., Electronics & Communication, 2002 - 2006

Activities and Societies: - Elected: Secretary of IEEE Chapter, Head of Department's Technical Committee - Selected: Teaching Assistant to provide teaching support to 3 faculty members

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## Certifications

### **AWS Certified Solutions Architect - Associate**

Amazon Web Services License AWS-ASA-5843 February 2015

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## Languages

**Hindi**

**Gujarati**

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## Interests

New Technologies, Product Roadmaps, Product Strategy, Business Insights

Reading, Swimming, Biking, Chess, Tennis

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## Publications

### **(ARC308) The Serverless Company: Using AWS Lambda**

AWS re:Invent 2015 October 8, 2015

Authors: Vyom Nagrani

In today's competitive environment, startups are increasingly focused on eliminating any undifferentiated heavy lifting. Come learn about various architectural patterns for building a scalable, function-rich data processing systems, using AWS Lambda and other AWS managed services. Come see how PlayOn! Sports went from a multi-layered architecture for video streaming to a streamlined and serverless system using Lambda and Amazon S3.

### **AWS Serverless Multi-Tier Architectures**

November 2015

Authors: Vyom Nagrani

The multi-tier application (three-tier, n-tier, etc.) has been a cornerstone architecture pattern for decades. The multi-tier pattern provides good guidelines for you to follow to ensure decoupled and scalable application components that can be separately managed and maintained (often by distinct teams). Multitiered applications are often built using a service-oriented architecture (SOA) approach to using web services. Amazon API Gateway, a service for creating and managing APIs, and AWS Lambda, a service for running arbitrary code functions, can be used together to simplify the creation of robust multi-tier applications.

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## 1 person has recommended Vyom

"Vyom has very effectively integrated his technical expertise and acumen into marketing processes. Since joining the team, he has been the brainchild behind most of the online marketing innovations. What has impressed me the most is his trailblazer personality that he has leveraged to introduce a number of new concepts and intelligent ideas and migrate from incumbent notions. We look up to Vyom as a marketing evangelist for break through concepts and lateral thinking."

— **Lins Jose**, worked directly with Vyom at eInfochips

[Contact Vyom on LinkedIn](#)