

# Vijayakumar Raghu Vamshi Aina

AI Product Leader | Enterprise SaaS, Gen AI & Agentic AI | Energy & Financial Services  
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## Summary

Product leader with 16 years taking enterprise platforms from strategy to scale. At Shell, own AI product strategy for a safety-critical portfolio across 30 global assets and ship Gen AI agents into frontline operations. Previously scaled PwC's quality platform 4x and Cognizant products to 260K+ users. Worked across Energy & Financial Services with globally dispersed product and business teams.

## Core Expertise

- AI Product: Gen AI (Microsoft Copilot Studio), AI/ML use-case framing, ML risk scoring, AI adoption and impact metrics
- Product Leadership: Product strategy, Roadmap, OKRs/KPIs, go-to-market, business cases, vendor and market assessment
- Platform & Data: API and systems integration, SAP S/4HANA, data warehousing, BI dashboards (Power BI), product analytics
- Delivery: Agile, Scrum, SAFe; cross-functional leadership of product, engineering and test teams

## Work Experience

**Business Analyst (AI Products, Safe Production) | Shell India Markets Private Limited** Jan 2023 - Present

- Shipped Gen AI agent in Microsoft Copilot Studio that auto-summarises shift reports, cutting shift handover summary time by 60%.
- Own product strategy and roadmap for the Ensure Safe Production portfolio; led global market assessments across 30 assets and 40+ vendors (3 AI-native), turning asset feedback and vendor insights into a prioritised investment roadmap of \$2M per year.
- Built and scaled a Shell-owned risk-visualisation product from 0 to 1 (vision, requirements, alignment, delivery), replacing a well-known long-standing 3<sup>rd</sup> party risk-visualisation tool with potential savings of \$15K per site per year.
- Product SME and lead for the S/4HANA transformation at 4 upstream / gas assets; owned requirements, integration readiness and validation for 3 business-critical apps, reducing delivery risk.

**Product Manager | PwC Service Delivery Center** Feb 2019 - Jan 2023

- Conceived and scaled the PMQA quality platform 4x, from 400+ to 1,600+ projects, serving ~40,000 stakeholders across global PwC.
- Introduced an ML engine that flags risky projects, cutting Quality Associates' audit cycle time by 30% while improving accuracy.
- Led a 15-member product team through 10 product increments, 8 releases and 20+ sprints.
- Integrated 12 systems surfacing 200+ KPIs on 50+ Power BI dashboards leveraged by Project Teams for monitoring project quality.
- Turned Quality leadership's vision into a 220+ story backlog and drove global feature adoption through demos and webcasts.

**Senior Manager-Strategy | Nous Infosystems** Dec 2018 - Feb 2019

- Assessed five growth areas using competitive intelligence, shaping an expansion roadmap that targeted a 25% market-share gain.

**Manager-Business Solutions | Cognizant Technology Solutions** Jan 2012 - Nov 2018

- Scaled 4 internal enterprise products to 260K+ associates, including one that became most used in a 150+ App ecosystem.
- Led 200+ M&A due-diligence assessments for the BFS vertical on financial and technology fit; advanced 15+ deals to final stage.
- Evaluated 300+ FinTech startups across blockchain, payments and compliance to source strategic partnerships.
- Scrum Master for 50+ sprints, improving release cadence and delivery reliability.

**Assistant Manager – Corporate IT | Balmer Lawrie & Co. Ltd.** Jun 2010 - Dec 2011

- Built a digital recruitment platform reducing onboarding time by 90%.

## Education

- MBA (IT & Marketing) – IMT Ghaziabad | GPA: 8.2/10
- BE (Computer Science) – Osmania University | 84.9%

## Certifications

- AI/ML Nanodegree (Udacity) • Microsoft Azure AI Fundamentals (AI 900) • Business Analytics with Tableau Nanodegree (Udacity) • CSPO • CSM • SAFe Agilist • IIBA Certified in Business Data Analytics (CBDA) • AI for Product Management (Pendo)

## Key Achievements

- Deloitte Alxcelerate Bootcamp (AI Capstone Project Winner & Top Performer) • Shell Global Special Recognition Award (Twice) • Shell Five-Star Honours (Delivery Excellence) • PwC "Rainmaker" • Cognizant Innovation Titan (Twice)