Mohamed Arsalan Qadri

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SUMMARY

Experienced Product Manager with over 10 years in technical product management, data science, engineering, and marketing. Proven expertise in developing AI products and leading cross-functional teams to deliver AI-based solutions. Skilled in statistical modeling, programming, machine learning, and business analytics, with a commitment to transparent communication and stakeholder alignment.

TECHNICAL SKILLS

- Programming: Python, SQL, Linux. Adaptive to & experienced with other general programing as well.
- Analytics skills/tool: Statistics & Machine Learning, Deep Learning, NLP, Distributed computing.
- Product Sense: Lean development, hypothesis testing, metric development, team leadership

WORK EXPERIENCE

VERIZON   **Basking Ridge, NJ, USA**
Principal Engineer Data Science (Technical Product Manager)   June 2022- Present
- Managed the AI components of Verizon's lead management system, focusing on enhancing its effectiveness by integrating AI and generative AI to boost outbound sales.
- Collaborated with business units to identify end-customer problems and needs, acting as a solution architect and AI advisor to design AI-based solutions. Led brainstorming sessions and developed hypothesis testing and measurement plans to evaluate product value.
- Translated business requirements into technical specifications for engineers and data scientists, developing product delivery and measurement plans while coordinating cross-functional delivery with stakeholders.
- Managed and owned the technical product roadmap and delivery timelines, leading the team to deliver multiple MVPs, Pilots and launches, and resolving team blockers to ensure smooth project progress.
- Promoted open and transparent communication across team members and stakeholders, ensuring alignment on product vision and outcomes. Ensured transparent communication to team members, stakeholders, and leadership.

VERIZON   **Basking Ridge, NJ, USA**
Principal Predictive and Prescriptive Analytics (Principal Data Scientist)   June 2019- 2022
- Assisted product marketing managers by analyzing opportunities, scoping, and measuring products as a senior data scientist in the consumer marketing team.
- Investigated business anomalies and opportunities, identifying root causes and recommending solutions to generate more phone adds.
- Developed a marketing promo analysis model to evaluate the impact of past promotions on market share, aiding in new value proposition design.
- Conducted market-driven analyses and fire drills, presenting recommendations to leadership in biweekly deep dives.
- Managed consumer databases and ML servers to run heavy duty data analysis. Produced reports and supported new product development.

VERIZON   **Basking Ridge, NJ, USA**
Consultant Business Intelligence (Data Scientist)   February 2017- May 2019

- Worked as data scientist in the CRM team responsible for minimizing churn by identifying high-risk customers and targeting them with relevant churn prevention promotions.
- Developed a 102-level autonomous churn forecasting and alerting system using statistical methods and machine learning, built in Python, SQL, and Unix, to help analysts understand past churn trends and make informed business decisions.
- Provided ad hoc analysis to Verizon wireless leadership and campaign teams, offering insights into customer patterns and recommendations to reduce churn or increase revenue.

INFOSYS TECHNOLOGIES LIMITED   **Mangalore, KA, INDIA**
Senior Systems Engineer (Data Engineer)   June 2011–May 2015

- Consulted for several international retailers such as Gap, Vodafone Sales and JCPenny.
- **Process Automation:** Designed and developed solutions in UNIX and PLSQL to automate retail business and support processes, replacing man hours spent on the jobs by daily run jobs.
- **Data Analysis:** Analyzed retail data and provided support for Oracle Retail's Merchandizing and Inventory modules.
- **Data Transformation:** Developed pipelines to clean/manipulate data to pump into Oracle's sales prediction system.

EDUCATION

University of Illinois,   **Urbana-Champaign, IL, USA**
MBA – Marketing and Strategy   Expected December 2024

Stevens Institute of Technology,   **Hoboken, NJ, USA**
MS in Business Intelligence and Analytics, GPA: 3.83/4   December 2016

Narsee Monjee Institute of Management Studies (NMIMS)   **Mumbai, MH, INDIA**
Bachelor of Technology in Computer Science   May 2011