

Contact

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(LinkedIn)

Top Skills

Problem discovery
Problem Solving
Revenera Software Monetization

Languages

English (Professional Working)
Hindi
Kannada (Native or Bilingual)

Certifications

AMCAT Certified Business Analyst
AI for product owners
Digital marketing certified associate
VTC Online Training on Advance Excel
Learn SQL Course

Honors-Awards

Best marketer
Stake holder management

Ullas D.P

Technical Product Manager @ Flexera | Problem Discovery,
Problem Solving
Bengaluru, Karnataka, India

Summary

As a Technical Product Manager at Flexera for over two years, I have led the end-to-end lifecycle management of \$62M SaaS products, including FlexNet Operations and InstallShield, within a dynamic enterprise environment. My focus on problem discovery and solving has enabled our team to deliver impactful product features and achieve 10% enterprise adoption growth through cross-functional collaboration. Leveraging expertise in Revenera software monetization, I have optimized licensing frameworks, driving new recurring revenue streams and ensuring 100% on-time delivery for multiple major releases each year. At Flexera, I accelerated market research by integrating AI tools like GitHub Copilot into workflows, reducing lead time significantly and enabling the launch of three features in just two months. These initiatives contributed to \$2M in revenue growth for InstallShield. My goal is to empower cross-functional teams, foster innovation, and deliver solutions that align with strategic organizational objectives while addressing complex enterprise challenges.

Experience

Flexera
Technical Product Manager
July 2024 - Present (2 years 1 month)
Bengaluru

- 1.Managed full lifecycle for \$62M SaaS products (FlexNet Operations & InstallShield) within a complex enterprise environment.
- 2.Accelerated market research from 10 days to 6 hours using AI, enabling the launch of 3 features in 2 months via GitHub Copilot, resulting in \$2M revenue growth for InstallShield.
- 3.Orchestrated a multi-year product roadmap across Engineering, QA, Support, and Sales, achieving 100% on-time delivery for 2+ major releases

annually and driving 10% enterprise adoption growth through orchestration of cross-functional teams.

4.Architected LFS enhancements for subscription and usage-based licensing, achieving 12% customer adoption and generating new recurring revenue streams.

5.Optimized sprint planning, reducing sprint variance from ~60% to under 20%, enhancing Agile predictability and performance engineering practices to boost delivery efficiency.

6.Led cross-functional incident response and expedited hotfix delivery for critical enterprise issues, achieving 100% SLA adherence and cutting P1 resolution time by ~50% (from weeks to days), improving overall Product Quality and infrastructure stability.

7.Delivered comprehensive enhancements to data systems and System Architecture, improving digital channels performance and user access by 20%, driving conversion rates uplift.

ITC Infotech

Lead Consultant

August 2021 - July 2024 (3 years)

Bengaluru, Karnataka, India

1.Prioritized product roadmap to achieve goals and metrics.

2.Documented user stories, specifications, and product features into detailed work orders to facilitate

communication across teams and establish mandatory requirements.

3.Analyzed metrics using Power BI to measure product performance, resulting in 4% increase in

organizational profitability compared to previous quarter.

4.Reduced project downtime through quality product inspections.

5.Managed product demonstrations and testimonials for performance evaluation.

6.Configured Service Now for a team of 30 to maintain 98% SLA adherence and implemented Adobe

Acrobat Sign to facilitate digital transformation for ITC Infotech global users, reducing signature

completion time from 2 weeks to 4 days.

7. Collaborated with Sales, Finance, Delivery, Security, and Legal teams to implement a collaborative tool, reducing contract review time from 15 days to 6 days and accelerating deal closure.
8. Managed audit compliance for 20+ applications, ensuring 100% adherence.

Stellapps Technologies Private Limited

1 year 11 months

Program Manager

January 2021 - August 2021 (8 months)

Bengaluru, Karnataka, India

Project Manager

June 2020 - December 2020 (7 months)

Bengaluru, KA, India

1. Make business plan and business strategies for a product launch
2. Handle cross functional teams to get the job done
3. Manage team for the daily operational execution
4. Handle the project planning and look after the supply chain
5. Help top management for decision making
6. Conduct data analysis for rolling out strategies
7. Prepare go to market strategy for the product launch

Business Analyst

October 2019 - May 2020 (8 months)

Bengaluru, Karnataka, India

Working on strategy management and initiatives which involves deep understanding of data analytics, artificial intelligence, machine learning and deep learning

ITC Infotech

2 years 4 months

Senior Business Analyst

July 2019 - October 2019 (4 months)

Bengaluru, Karnataka, India

Project: Business review system

A tool for the whole organisation to make revenue and resource head count forecast by BDMs and department heads.

Responsibilities:

- 1.Perform requirement gathering and make BRD
- 2.Create prototypes
- 3.Stakeholder management
- 4.UAT
- 5.Manage product backlog

Business Analyst

July 2017 - July 2019 (2 years 1 month)

Bangalore

- 1.Enterprise Performance Management:Data analytics using Power BI

Handled 4 cross functional teams maintaining 100% data accuracy in visualisations

Awarded for delivering the visualisations which helped top management to carry out 2019-2020 financial year planning

2. Procurement management:On going web app development

Collected 10%+ more ideas from the stakeholders than the historical best

3. GDPR Compliance: Web app development

Successfully launched the product in the limited time period and facilitating company to get the 100% compliance from the employees.

4. ITC products sampling: Web app development

Improved the customer experience of the website and reduced the query tickets from the users to 20% compared to last year

- 5.Maya Chat bot:Chat bot for ITC Infotech employees in their in-house social media website

Helped the product development team as a tester and conducted more than 100 test cases

- 6.XpertPlus: In house financial year planning tool

Supported more than 100 Business development managers in helping them to forecast the revenue and solved more than 200 tickets with 100% accuracy

Decathlon Sports India

Parttime Sales

July 2016 - September 2016 (3 months)

Hosur road ,Bangalore

Enhanced visual merchandising for Quechua and Kalenji departments, enabling self-service and increasing sales by >10%.

Addressed a lack of user knowledge regarding running shoes by providing educational guidance, resulting in a >40% increase in shoe sales.

Decathlon Hosur Road

Marketing Internship

December 2015 - February 2016 (3 months)

Hosur road, Bangalore

Worked as a intern sales manager in Quechua- hiking and trekking department, I looked after the sales, visual merchandising, commercial policy, market research, stock management.

Got appreciated for innovative visual merchandising to boost positioning of Quechua

EDS Technologies

Internship

November 2014 - December 2014 (2 months)

Bangalore

I was into software development of the project CRM(Customer Relationship Management),working on java,j2ee concepts

Education

Alliance University

MBA, Marketing · (2015 - 2017)

Sri Siddhartha Institute of Technology

Bachelor of Engineering (B.Eng.), Computer Science · (2010 - 2014)

St mary's High School, Arsikere

10th

