

Contact

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Top Skills

Business-to-Business (B2B)

Market Research

User Interviews

Languages

Telugu

Hindi

English

Certifications

Design Thinking in 3 steps

Product Launches - Micro Certification

Become a Product Manager | Learn the skills

UX Fundamentals

The Product Management for AI & Data Science course 2022

Rama Kumar Surampudi

Product Manager | Alternate Investments | Zero-To-One Builder | B2B SaaS

Hyderabad, Telangana, India

Summary

Product Manager with experience across the full product lifecycle, concept to launch. Expert in building B2B SaaS products with complex workflows and improving operational metrics. Good understanding in alternate investments and supply chain domains.

I am passionate about building products that solve real-world customer problems through user-centric design and AI-driven automation that drives operational efficiency.

Experience

Qapita

Product Manager

September 2021 - Present (4 years 8 months)

Hyderabad, Telangana, India

1. Defined product vision and roadmap for venture capital operations product.
2. Owned product discovery through 25+ customer interviews, identifying key opportunities for product development.
3. Led the strategic planning and delivery of the product resulting in 5% increase in the company top line numbers.
4. Prioritized features based on the customer feedback and user behavioral data captured in the analytical tools and improved product adoption by 20%.
5. Collaborated with sales, marketing and customer success teams to develop GTM strategy.
6. Identified the key bottlenecks in customer onboarding time and implemented solutions that reduced the onboarding time by 60% for enterprise clients.
7. Mentored Associate PMs on backlog prioritization and overall delivery.

CAMP Systems International, Inc.

Product Owner

August 2018 - July 2021 (3 years)

Greater Hyderabad Area

1. Worked as a product owner and co-lead the team that built a product (Mobile App - Corridor Go) from scratch.
2. Designed product features collaborating with cross-functional teams.
3. Converted feature requirements into user stories with well defined acceptance criteria.
4. Driven product development from scratch to launch.
5. Worked in an agile environment and continuously reviewed and reprioritized the backlog based on new data and research.

ADP

Business Analyst

July 2015 - August 2018 (3 years 2 months)

Hyderabad Area, India

1. Worked on Oracle EBS - Finance modules like (Order Management, Account Payables, Account Receivables & General Ledger).
2. Functioned as the primary liaison between my application and a downstream team specializing in Financial Risk and Compliance Management (FCRM).
3. Collaborated with business stakeholders and product teams to understand and transform requirements into clear specifications and BRDs.
4. Partnered with QA engineering teams to validate the solutions against defined requirements and business rules for new releases.
5. Performed UAT testing before major releases, ensuring smoother signoffs and reducing post go-live issues.
6. Ensured timely launch of high-quality features contributing to customer satisfaction.

Tata Consultancy Services

Quality Assurance Analyst

March 2013 - June 2015 (2 years 4 months)

Hyderabad Area, India

1. Worked on Oracle EBS suite - SCM modules (Order Management, Purchasing, Inventory) as a QA.
2. Executed QA tasks during Functional and Integration testing cycles to ensure the robustness of the system.
3. Orchestrated regression testing prior to the deployment, ensuring compatibility with the latest code in the production environment.
4. Identified and reported defects, proactively liaising with the development team to ensure prompt resolution and adherence to quality standards.

5. Collaborated with onsite counterparts through daily stand-ups to maintain effective communication and coordination.

Education

Indian School of Business

Product Management · (January 2023)

Pragati Engineering College

Bachelor of Technology - BTech, Electrical and Electronics Engineering · (April 2008 - April 2012)