

Shailesh S. Ingale

CHICAGO, IL 60610

SUMMARY

Experienced product leader passionate about the creative tension that drives innovation. Built my foundation as an engineer- working against technical constraints, applying multiple scientific domains, and Marketing/UX requirements to deliver world-class customer experiences. Thrive in the cross-functional friction necessary develop creative solutions to complex problems. Passionate about turning technical innovation into customer offerings in a diverse set of industries.

EXPERIENCE

HERE TECHNOLOGIES, Chicago, Illinois

2017 – Present

Senior Product Portfolio Manager

Developing frameworks and driving analytic rigor to enable pragmatic investment decisions in new product ideas that push forward strategic goals

- Aligned over 100 stakeholders across functional areas and around the world to develop an end-to-end product development framework implemented companywide
- Conducted C-suite-level Product Portfolio Reviews to drive and rebalance ~\$800mm investment portfolio across the company, with monthly reviews and product deep-dives
- Mastered product data and created portfolio governance processes/approvals to enable Product P&L, simplify investor reporting, and create visibility around New Product Introduction for adjacent stakeholders (Pricing, Customer Support, Sales, Operations, IT, etc.)
- Coached Product Managers ahead of monthly Product Portfolio Reviews to clearly articulate value proposition, strategic fit and financial impact to ensure high-quality discussion during reviews

ACCENTURE STRATEGY, Chicago, Illinois

2011 – 2017

Manager (Innovation and Product Development)

Product Commercialization Strategy, New Product Introduction Effectiveness, M&A Carve-out/Integration, Supply Chain Optimization, and Business Process Transformation

- Managed commercialization strategy for a new product by modeling financials, driving feature trade-offs, and assessing strategic partnerships, contributing to a \$1.25bb investment
- Performed product management transformations across industries, including standing up a stage-gate process for commercializing engineered products at a Fortune 100 food & beverage client
- Stood up the engineering and field service organizations for a \$500mm carve-out of a building technology company as part of a larger \$40bb acquisition
- Created a network upgrade forecasting process at a telecom equipment manufacturer; drove implementation/adoption across the company, resulting in a \$45mm working capital reduction

RC FUELS, Oak Brook, Illinois

2010

Strategy Summer Intern

Developed commercialization strategy for a chemical company looking to enter the bio-fuels industry. Performed market segmentation, pricing analysis, competitive analysis and financial modeling.

- Sized a ~\$85mm opportunity by designing a financial model to drive pricing and operational discussions, and assessed risks, based upon research of market, industry, and regulatory trends
- Modeled an alternate pricing scenario to share yield risk with customers, potentially tripling revenues from initial projections
- Developed sell-in presentation materials used to secure investment, by creating a business case and assessing financial impact and risks

BOSE CORPORATION, Bloomfield Hills, Michigan

2006 - 2009

Audio Systems Engineer

Full product lifecycle responsibility to deliver the Bose experience and work with automotive OEMs to integrate Bose audio components into new vehicle programs

- Created the methodology to quantify the “30% smaller. 40% lighter. 50% less energy. 100% Bose sound” slogan used to market the Bose Energy Efficient Series of automotive audio technology
- Led system engineering efforts for over 15 vehicle programs with two major OEMs on two continents, with involvement throughout the vehicle lifecycle to drive premium audio performance
- Developed proofs-of-concept, conducted demonstrations and educated automotive customers on Bose audio to support business development with four of the six major American/Japanese OEMs

EDUCATION

KELLOGG SCHOOL OF MANAGEMENT

MCCORMICK SCHOOL OF ENGINEERING

NORTHWESTERN UNIVERSITY, Evanston, Illinois

Master of Business Administration, Master of Engineering Management

- Majors: Management & Strategy, Marketing, Finance, Product Design
- Recognized with Dean’s Distinguished Service Award
- Communications Co-Chair of High-Tech Club, Co-President of Kellogg Automotive Club

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN, Urbana, Illinois

Master of Science in Electrical Engineering

Bachelor of Science in Electrical Engineering, with honors

- Authored Thesis, “Comparison of Alternative Training Algorithms for Hidden Markov Models”

PERSONAL

- Avid runner with 14 half-marathon and 4 marathon finishes, including raising \$2,700 for charity
- Former Division champion of Toastmasters’ International Evaluation Contest
- Weekly tutor of a seventh-grade CPS student through the Chicago Lights tutoring program