Kishan Malur

Product Management Leader • Enterprise Cloud & Kubernetes Platforms

Bengaluru, India • +91 96321 99004 • kishan.malur@gmail.com • kishanmalur.com • linkedin.com/in/kishanmalur

SUMMARY

Product management leader with 23 years across Cloud Platforms, Digital Pay TV and IoT. Builds products, teams and product leaders: from leading a 40-member engineering organisation to aligning a 225+ cross-functional organisation today, and coaching 300+ professionals.

- **Leading Through Influence:** Align Engineering, UX, Partners, Customers, Legal, Sales and executive leadership around one roadmap. Held VKS release commitments through 5 Director transitions and 8 manager changes.
- **Building Teams:** Led a 40-member engineering organisation (5 direct reports, 2010–12). Turned around a team in crisis (1,500+ defects to under 10 in 3 months), built a team from 0 to 15, and built multi-site agile teams across India and France.
- **Developing Leaders:** Executive Coach at the Institute of Product Leadership (350+ sessions, 300+ professionals, 1,000+ hours) and Guest Faculty in Product Management since 2020.
- **Product Results:** Took VKS from fewer than 50 early enterprise customers to activated by default across VMware Cloud Foundation (~70% of global enterprise on-premise virtualization), and cut Kubernetes release lag from 10–12 months to under 2 months.
- **Customer Depth:** Enterprise & government customers across Banking, Retail, Telecom, Defence and Immigration; 250+ days on automotive factory shop floors at Bosch. Pursuing AWS Certified Cloud Practitioner.

PORTFOLIO HIGHLIGHTS

Products

vSphere Kubernetes Service (VKS)

- Reduced Kubernetes release lag from 10–12 months to under 2 months through architectural decoupling, eliminating forced infrastructure upgrade cycles.
- Built a robust release infrastructure with 10–12 planned releases a year.

Photon Operating System (VMware)

- Owned product strategy, security hardening, adoption, and support lifecycle.
- Ensured every VMware appliance ships on a secure, compliant, and current OS foundation.

NorthStar (School Bus Tracking)

- Used Airtel's public open network data to diagnose a <3 star app rating; traced root cause to 2G tower decommissioning at city bus stops, delivered immediate mitigation and a strategic recommendation to restore reliability by migrating to 3G.
- Ran weekly end-to-end product cycles, from requirements to UAT in parent-teacher meetings every week.

STB Platform – French Broadcaster

- Launched new STB hardware with zero field issues.
- Reduced defects from 1,500 to under 10 in 3 months for other platforms.
- Implemented Multi-site Agile, replacing ad-hoc reporting with a structured delivery cadence that rebuilt client confidence and earned lasting trust.

Customer Experience

DirecTV, Tata SKY, GET

- As Global Program Manager, built multi-site agile teams in India and France and led delivery of complex Digital Pay TV integrations for accounts of $3M–$20M.

Japanese Auto Manufacturer

- Led the Customer Discovery process & Requirement Engineering process for the Solution Design and implementation of the next-generation Manufacturing Operation Management System.

LEADERSHIP, COACHING & COMMUNITY

- **Executive Coach, Career Labs — Institute of Product Leadership** (Oct 2024 – Present): 350+ sessions, 300+ professionals, 30+ workshops in 3 years, 1,000+ total hours.
- **Guest Faculty — Product Management, Institute of Product Leadership** (Sept 2020 – Present)
- **BMS College of Engineering** (Jul 2002 – Present): Ongoing alumni contribution: industry input into curriculum, student career development sessions, jury at Technology Fests.
- **Founding member, Dasaradhane** (Feb 2016 – Present): Annual Carnatic classical music festival; led planning and execution for 10 years, growing from 50 to 250+ patrons and musicians.

PROFESSIONAL EXPERIENCE

Staff Product Manager — vSphere Kubernetes Service
Nov 2019 – Present

Broadcom (formerly VMware Inc)

- Align a cross-functional team of 225+ across Engineering, UX, Partners, Customers, Legal, Sales and executive leadership on product scope: lifecycle management, upgrade orchestration, security hardening, compliance (STIG & CIS), interoperability, and release planning.
- Maintained release commitments and pushed strategic initiatives through 5 Director transitions and 8 manager changes.
- Grew VKS from ~50 early enterprise customers to activated by default across the VCF install base (~70% of global enterprise on-premise virtualization).
- Drove the architectural decoupling that reduced Kubernetes release lag from 10–12 months to under 2 months, eliminating forced infrastructure upgrade cycles.
- Engaged directly with enterprise and government customers across Banking, Retail, Telecom, Defence, and Immigration: discovery calls, pre-sales demos, post-sales escalations, and executive roadmap briefings.

Product Management, Digital Enterprise IoT Products
Mar 2017 – Nov 2019

Robert Bosch Engineering & Business Solutions, India

- Championed Lean Product Management as a practice for Digital Enterprise, focusing on building products for Smart Manufacturing. Responsible for IoT Product Strategy Design, Definition & Execution.
- Conducted 250+ days of ethnographic customer research on automotive factory shop floors, translating 1,750+ hours of field immersion into product strategy, customer validation, and GTM for a Digital Quality Management platform. Projected $8M revenue in 3 years.

Product Management, IoT Products
May 2016 – Dec 2016

Magnasoft Consulting Pvt Limited

- Lived the life of an entrepreneur as the go-to person for anything related to Product. Streamlined product roadmap, customer validation through hypothesis & experimentation.
- Ran rapid weekly iteration cycles for Toggr (GPS smartwatch, child safety platform), from requirements to UAT in 7 days. Diagnosed <3 star app rating using Airtel's public network data; identified root cause and delivered fix that restored reliability.

Product Development, Digital Video Delivery
Jan 2004 – May 2016

Cisco Systems (formerly NDS)

- Inherited a 40-member team in crisis (1,500+ defects, client confidence lost). Reduced to <10 defects in 3 months. Launched new STB platform with zero field issues.
- Rose from software engineer to product manager through delivery: team building (0 to 15), program management, and product ownership earned within Cisco over 12 years.
- Defined product strategy and requirements for enterprise Digital Video Broadcast platform products: authored detailed PRDs, drove roadmap prioritisation, and aligned engineering, QA, and business stakeholders across geographies.

PM CONSULTING (START UPS)

- **IoT-Based Smart Home (Jan 2017):** GTM strategy targeting 1,000 leads in 3 months; delivered persona, solution packaging and pricing simulator.
- **Multi Brand Car Servicing (Jan 2017):** Market research, competitive analysis and product strategy for fragmented urban vehicle servicing market.
- **Elderly Care Start-Up (Jan 2017):** Value proposition analysis and monetisation strategy for a startup addressing elderly care needs in urban India.
- **Solar Hybrid Inverter (Jun 2018):** Customer discovery in Bijapur; recommended apartment associations as first segment to acquire 30 customers.
- **YouAndMe Theatre (Nov 2018):** Product strategy and MVP design for a theatre-based behavioural training startup; developed value proposition and go-to-market approach.

EDUCATION

- **Executive MBA – Product Management**, Institute of Product Leadership (Jul 2015 – Mar 2017)
- **Master of Science – Software Systems**, BITS, Pilani, Rajasthan (Jun 2009 – Oct 2012)
- **Bachelor of Engineering – Electrical/Electronics**, BMS College of Engineering, Bangalore (Oct 1998 – Jul 2002)

AWARDS

- **FY23 Role Model Award**, VMware India Site Strategy (Jul 2023)
- **IPL Elite Alumni Award 2021**, Institute of Product Leadership (Nov 2021)
- **Cisco-IPL Scholarship Award**, Executive MBA (May 2017)
- **Dean's Valedictorian Award**, Class of 2015B, Exec MBA (May 2017)