Contact

www.linkedin.com/in/kaustubh-chaturvedi (LinkedIn)

Top Skills

Demos
Business Development
Sales Engineering

Languages

German
English

Certifications

R 101
Generative AI Explorer : Vertex AI
Statistics 101
product management 101

Honors-Awards

Case Study Competition

Kaustubh Chaturvedi

Product Manager | Pre-Sales | Techno Sales | Cybersecurity
India

Summary

Product Management and Product Strategy professional with over 6 years of experience in integrating business insights with technical expertise to elevate cybersecurity solutions. I am driven by a passion for technological innovation and a commitment to customer-centricity, consistently striving to understand and empathize with user needs.

As a strong advocate of agile methodologies, I thrive on the rapid build-measure-learn cycles, ensuring that products evolve quickly and effectively. My collaborative approach spans across Engineering, Design, Marketing, and Sales, enabling seamless coordination throughout the product lifecycle.

Cybersecurity Domain Knowledge:
Security Operations | XDR | EDR | EASM | ASM | Threat Intel Management | DRPS | SIEM | SOAR | Vulnerability Management | Breach & Attack Simulations | Email Security | SASE | ZTNA

Professional Skills:
Product lifecycle management | Market business plans | Relationship management | Product design execution with cross-functional teams | Market Research & Business Insights | Product pricing strategy | Revenue growth | Product growth planning | Go-to-market (GTM) planning and execution | Analyst relations | Pre-Sales | Technology sales

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Experience

Trellix
Product Manager
November 2024 - Present (1 year 1 month)
India

HCLTech
5 years 7 months

Deputy Manager | Cybersecurity
October 2023 - November 2024 (1 year 2 months)
Amsterdam, North Holland, Netherlands

In my role as Solutions Specialist of Cybersecurity at HCLTech in Amsterdam, I spearheaded business development efforts in EMEA & ROW regions, focusing on Security Operations & SASE technology initiatives. By collaborating with cross-functional teams, I drove revenue growth initiatives and enhanced customer satisfaction. In my role I developed tailored solutions based on client requirements, ensuring alignment with Cybersecurity capabilities and features while conducting product demonstrations, presentations, and technical discussions to showcase the value proposition of offerings.

Associate Product Manager | Cybersecurity
July 2022 - September 2023 (1 year 3 months)
India

In my role as Product Manager for managed cybersecurity services, I captured new ideas and feature requests, managed the product backlog and roadmap, and built business cases demonstrating product viability and market potential. I coordinated sprints with cross-functional teams to develop MVPs, defined user stories and acceptance criteria, and created core product positioning messages. Additionally, I was responsible for building joint GTM momentum with key strategic technology partners. I also developed strategic selling playbooks for sales enablement, tracked market movements, and curated recommendations to align product strategy. I was also responsible for generating positive positioning in competitive industry analysts' (Forrester, IDC, ISG, Avasant and Everest) reports by crafting impactful RFX responses.

Senior executive | Product Management | Cybersecurity
September 2020 - June 2022 (1 year 10 months)
Noida Express Way, Noida 201304, UP

As an Associate Product Manager, I captured new ideas and feature requests, managed the product backlog and roadmap, and built business cases demonstrating product viability and market potential. I assisted Senior PMs in coordinating sprints with cross-functional teams, defining user stories and acceptance criteria, and developing core product positioning and value propositions. I also assisted Senior PMs in creating strategic selling playbooks, tracking market movements, and generating positive positioning in competitive analysts' reports by crafting impactful RFX responses. This role laid a strong

foundation for my career, highlighting my ability to manage complex projects and contribute strategically.

Management Trainee | Product Management | Cybersecurity Managed Services
May 2019 - August 2020 (1 year 4 months)
Noida, Uttar Pradesh, India

In my role as a Management Trainee, I gained valuable exposure to cybersecurity teams in an MSSP setup. I assisted Product Management, Product Marketing, Alliances, and Analyst Relations teams, supporting the development and management of the product backlog and roadmap. I helped capture new ideas and feature requests, coordinated with cross-functional teams, and contributed to defining user stories and acceptance criteria.
This role allowed me to gain a solid understanding of technology and the cybersecurity landscape.

DTrac
Sales And Marketing Intern
April 2018 - July 2018 (4 months)
New Delhi Area, India

BINSAR FARMS PVT LTD (INDIA)
Project Trainee
October 2017 - October 2017 (1 month)
NCR - National Capital Region, India

Short term project

LG Electronics
Intern
May 2015 - July 2015 (3 months)
Greater Noida

Mobile communication- Sales and Marketing- Pre and post launch feedback and analysis of LG MAGNA and LG G4.

Education

BIRLA INSTITUTE OF MANAGEMENT TECHNOLOGY (BIMTECH)
Master of Business Administration - MBA, Marketing · (2017 - 2019)

Amity Business School
Bachelor of Business Administration (BBA), Marketing · (2013 - 2016)