

GANESH RAMAN

SUMMARY

Engineering & Product Leader with 12+ years of experience building and scaling data- and cloud-driven products in enterprise environments. Proven track record of taking complex, domain-heavy technology from early concept to production, customer adoption, and scalable go-to-market.

Experienced in bootstrapping and scaling AI- and data-centric platforms, shaping SaaS and platform business models, and leading cross-functional teams across engineering, product, and commercial functions. Known for combining deep technical judgment with clear product thinking, execution discipline, and business outcomes.

EXPERIENCE

Engineering & Product Leader – Asset Intelligence & Industrial AI • Hottinger Brüel & Kjær • Sept 2021-Present

Current focus (Portfolio & Product Ownership)

- Bootstrapped and scaled a new Asset Intelligence and Industrial AI portfolio, taking products from early concept through production, customer deployment, and go-to-market.
- Led the creation and launch of **Monitor360**, establishing core platforms, product foundations, and delivery models designed for long-term scale.
- Owned strategy, architecture, and execution end to end, spanning hands-on development, systems and platform design, and customer-facing outcomes.
- Drove the transition from project-led delivery to product-led growth by building reusable platforms and repeatable product capabilities.
- Partnered with sales and marketing to shape GTM strategy, support early adoption, and expand HBK's in-process software position.
- Acted as the de facto technology owner for Asset Intelligence initiatives, balancing near-term delivery with long-term platform evolution.

Earlier (foundation roles)

- Built and led software platform teams that established cloud-native foundations for multiple in-process digital products.
- Defined digital business models, pricing approaches, and monetization frameworks that enabled scalable, SaaS-oriented offerings.
- Scaled engineering teams and delivery practices, introducing execution discipline, architectural standards, and cross-team alignment.

Principal Engineer • VIMANA • DEC 2017- SEPT 2021

- Served as senior technical leader across SaaS and PaaS product lines, owning architecture and execution for cloud-native platforms.
- Led Kubernetes migration and platform modernization efforts, improving scalability and operational reliability.
- Designed and delivered large-scale IoT and data streaming solutions for industrial and automotive customers.
- Combined hands-on technical leadership with team mentoring and cross-functional collaboration.

Senior Data Engineer • THE DATA TEAM • OCT 2015- DEC 2017

- Early team member in a data consulting startup; led design and delivery of petabyte-scale data platforms for global banking clients.

Developer • ZAFIN • MAY 2012- OCT 2015

- Core R&D engineer working on high-performance, transaction-heavy enterprise systems.

GET • STANDARD CHARTED GBS • FEB 2011- MAY 2012

- Developer on globally deployed core banking systems; recipient of multiple internal awards for execution and automation

TECHNOLOGY & TOOLS

Cloud & Platforms (Kubernetes, Docker, CI/CD, AWS, Azure, GCP, Cloudflare & more) ·

Data & Streaming (Kafka, NATs, Spark, Delta Lake, Time-Series DBs & more) ·

AI & ML (MLOps, Python, ML frameworks, model deployment pipelines & more) ·

Architectures (Microservices, Event-Driven Systems, Cloud-Native & more)

Web (Reactjs, NextJS, Cloudflare Workers, CDNs, WAFs & more)

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