Contact

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(LinkedIn)

Top Skills

Product Development

Market Analysis

Mechanical Engineering

Languages

English (Native or Bilingual)

Hindi (Native or Bilingual)

Telugu (Native or Bilingual)

French (Limited Working)

Certifications

Machine Learning and AI
Foundations: Predictive Modeling
Strategy at Scale

Technology for Product Managers

IoT Foundations: Monetizing IoT

IoT Foundations: Fundamentals

PMC Level V

Publications

Structure dependent piezoresistivity
of single-walled carbon nanotube
thin films

Synthesis and Characterization of
Carbon epoxy-nanocomposites

Patents

Rolling Door Guide Area Heating
Method & System

Door Breakout Detection System
and Method

Low Friction High Speed Roll Door at
High Wind Loads.

Sree Kanuri

Sr. Product Manager at Dell Technologies
Dallas-Fort Worth Metroplex

Summary

Passionate about building customer centric products that make an
impact on the organization's top line. Analytical problem solver with
a proven track record in developing and launching high-intensity
product innovations. Extensive experience leading cross functional
teams in a dynamic environment

Experience

Dell Technologies
Sr.Product Manager
November 2021 - Present (11 months)
Texas, United States

Overhead Door Corporation
Sr. Product Manager
April 2021 - November 2021 (8 months)
Dallas-Fort Worth Metroplex

Overhead Door Corporation
7 years

Engineering Supervisor -New Product Development
June 2019 - 2021 (2 years)
Lewisville, TX

• Analyzed market & business needs, defined project priorities and
spearheaded the program management of new products from concept ideation
through final production including concept ideation, design, prototype building,
testing, and commissioning to final production
• Established a robust new product development process with standard
workflow, clear phase/task ownership & key metrics and led the cross
functional teams through the change management thereby increasing overall
operating efficiency and reducing the go to market time
• Supervised, led, and mentored, a strong team of engineers that owns the
action plan to develop new access systems. Managed resource utilization

& engineering budget and provided timely engineering decisions to hit key milestones
• Analyzed the current product cost structure for inefficiencies and led the cost reduction projects resulting in $250K cost savings and improved profit margin for the HPD product line
• Received the "High Performance Award"-2016, 2019 & "Outstanding Sales Performance Award-2016" awarded to the top 1% of the company for launching patented innovative solutions and driving best-in-class operational execution

Product Design Engineer - New Product Development
January 2014 - June 2019 (5 years 6 months)
Dallas/Fort Worth Area

• Enabled the company to enter a $300M market segment by leading the design and development of full line of High-Performance Doors that provide end users with operational efficiency, auto repair features and 10X door speed
• Conducted extensive market research to understand customer needs, competitive landscape & macro industry needs and led the cross-functional development of the new line up of products from concept ideation, design, prototype, testing, and commissioning to final production resulting in $10M/yr revenue
• Developed robust mathematical models for testing and validated the developed concepts for manufacturability, function, and quality thereby achieving 0-defect release and improved customer satisfaction

HP
MBA Consultant-Team Lead
June 2020 - August 2020 (3 months)
Houston, Texas, United States

• Identified, quantified and prioritized risks and opportunities for HP in the post COVID-19 world. Recommended potential actions for HP Retail Business solutions to mitigate risks and achieve $1B incremental revenue
• Developed a business plan for HP to develop two new products in their retail & hospitality technology market product line including value proposition, market assessment, customer research, technology trends, quantitative model & analysis and competitive analysis

Pickle Smash
MBA Consultant
February 2020 - May 2020 (4 months)

• Developed a data model based on 2018 Census Bureau Data Microdata to identify target market segments across the US, for CPG startup company specialized in the condiment sector
• Developed market expansion strategy based on insights from big data analysis and provided multiple recommendations to balance growth and investment requirements

7-Eleven
MBA Consultant - Team Lead
October 2019 - December 2019 (3 months)
Dallas, Texas, United States

• Identified customer problems, conducted SWOT analysis of the client's loyalty and rewards program and provided recommendations to improve AARRR (Acquisition, Activation, Retention, Referral, Revenue) metrics
• Provided full-fledged competitive benchmarking analysis and recommended a three-stage implementation strategy focused on personalization, third party partnerships and program simplicity to drive consumer behavior

Florida State University
Graduate Research Assistant
August 2011 - October 2013 (2 years 3 months)
High Performance Materials Institute, Tallahassee, Florida Area

Developed and Evaluated various Carbon based nano composite Piezoresistive Sensors (3D touch sensors) and achieved highest sensitivity with potential applications in bio medical devices and touch screen technology

Exhaustive characterization was carried out using SEM, TGA, DSC, Raman and other spectroscopy technique and Electro-Mechanical testing was done on the samples using Dynamic Mechanical Analyzer and Shimazu Mechanical Testing Machine.

Defense Research and Development Laboratory
Intern
May 2010 - April 2011 (1 year)
Hyderabad Area, India

High strength materials like carbon fiber for aerospace applications are investigated. Synthesized and performed an exhaustive characterization of Carbon Epoxy Nano-Composites.

Tensile strength, tensile modulus, using ASTM D3039/ D3030M procedures. Flexural strength and flexural modulus of the composite were determined using ASTM D790 and ISO 178. Modeled and analyzed by Finite Element Analysis in SOLID WORKS.

Mathematical modeling is carried out and the appropriate mathematical equations for the mechanical properties were determined and analyzed.

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Education

Texas McCombs School of Business
Executive Education Program, Digital Marketing · (August 2022 - August 2022)

The University of Texas at Austin - Red McCombs School of Business
Master of Business Administration - MBA · (2019 - 2021)

Florida State University
Master of Science, Mechanical Engineering · (2011 - 2013)

Acharya Nagarjuna University
Bachelor of Technology, Mechanical Engineering · (2007 - 2011)