

NATSHA KUCHROO

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PROFESSIONAL SUMMARY

Product and Technology Professional with 9+ years of experience at Infosys, working across technical consulting, product pre-sales, and cross-functional delivery for enterprise mobility and middleware platforms. Experienced in coordinating multi-team releases, aligning stakeholders and supporting on-time delivery across global markets including North America, Europe, Japan and middle East. Certified ScrumMaster® and BrainStation-trained in Product Management with hands on experience using Jira, Figma and Python. Focused on building scalable, customer centric solutions that align technology with business needs.

CORE SKILLS

- Project & Product Management: Agile Delivery, Product Lifecycle, Pre-Sales Support, Client Engagement, RFP/RFI Management
- Technical Expertise: Jira, Figma, Excel, SQL, Python, .NET (background)
- Leadership & Collaboration: Stakeholder Communication, Cross-functional Coordination, Team Leadership, Requirement Elicitation

PROFESSIONAL EXPERIENCE

Infosys Technologies Ltd – Pune, India

Technology Lead – Product Pre-Sales & Delivery | Apr 2010 – Dec 2014

- Led technical pre-sales and solution design, delivering custom demos and proofs-of-concept that secured enterprise deals in pharma, banking, and manufacturing in domestic and global markets.
- Translated strategic goals into actionable requirements, writing user stories, acceptance criteria, and workflow models for middleware and mobility components.
- Partnered with PMs, marketing teams, and project leads to define scope, milestones, and resource plans. Optimized allocation across parallel initiatives.
- Managed Agile ceremonies and backlog prioritization to ensure timely feature delivery and cross-team coordination.
- Managed dependencies across Android, iOS, J2Me and Windows middleware teams.
- Collaborated with sales, UX, and technical pre-sales to design and deliver client demos, POCs, and technical proposals that secured enterprise deals.
- Worked directly with global stakeholders (US, Japan, Europe, Middle East) to gather feedback, define MVP features, and align delivery to market needs.

- Played a key role in RFP/RFI responses and technical workshops, translating client needs into actionable product enhancements.
- Coordinated tablet-based mobility rollout in Japan's pharma sector, **empowering 3,500+ field agents, cutting approval turnaround by 40%, and saving \$500K+** in infrastructure spend.
- Recognized with the Infosys Innovation Award (2014) for outstanding contribution to product delivery and client satisfaction.

Technology Analyst | Oct 2009 – Mar 2010

- Led a 5-member development team to transition mobility middleware from prototype to production-ready IP.
- Introduced Agile practices, improving sprint velocity and reducing release cycles.
- Acted as primary liaison between domestic and international clients to translate technical requirements into scalable engineering solutions.

Technology Specialist | Feb 2008 – Sept 2009

- Led the migration of mobility middleware from Java to .NET, enhancing scalability and system compatibility.
- Built a secure data synchronization engine enabling bidirectional communication across distributed environments.
- Authored re-engineering documentation and workflow guides used for new developer onboarding and release acceleration.

Software Developer | Jan 2006 – Jan 2008

- Developed a web portal for Infosys' mobility middleware, enabling rapid integration of mobile services.
- Built a live preview feature for multi-channel interfaces, improving developer efficiency and end-user validation.
- Co-developed Rendezvous, a Wi-Fi-based peer-to-peer chat and collaboration tool for on-site teams.

CERTIFICATIONS & TRAINING

- Product Management Certification — BrainStation, 2025
- Certified ScrumMaster® (CSM®) — Scrum Alliance, 2021
- Data Analytics Certification — BrainStation, 2023
- PM Elite Lite — Infosys (Project & Product Management Foundation)
- Python Fundamentals & SQL Connectivity

EDUCATION

Bachelor of Engineering (Computer Science) — MGM CET, Mumbai University | 2004