



Poonam Pawar · 3rd
Tech Strategy and Product Management, Wipro | MBA, IIM Indore| CSM®
Bengaluru, Karnataka, India · [Contact info](#)
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 **Wipro**
 **Indian Institute of Management, Indore**

About

8+ years of overall experience working in business solutions, product management, research, GTM strategy, sales strategy and strategic account planning providing digital transformation and modernization solutions to clients across different industry verticals like travel, hospitality, logistics, healthcare, manufacturing. Strong marketing and strategy professional with MBA from IIM Indore.

Activity

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Congrats Shivan!

Poonam Pawar commented on a post • 11mo

Congratulations!



Wipro
Full-time · 2 yrs 1 mo
Bengaluru, Karnataka, India

- Manager**
Apr 2024 · Present · 5 mos
- Lead Consultant**
Aug 2022 · Mar 2024 · 1 yr 8 mos

- Conducting industry research, competitors / analysts study to identify innovation opportunities for developing new IPs, products and pricing strategy...

- Product Strategy, Emerging Technologies and +5 skills



Mphasis
2 yrs 11 mos
Bengaluru, Karnataka, India

- GTM strategy, Account Planning and Solutioning**
Sep 2021 · Aug 2022 · 1 yr
- Presales Consultant**
Oct 2020 · Aug 2021 · 11 mos
- Market Research and Pitch Design**
Oct 2019 · Sep 2020 · 1 yr

- Developing solutions and organizing, planning, creating & delivering compelling proof of concept demonstrations....
- Enabling proactive pitch creation and proposals for new clients.
Market intelligence, pitch and project management for solution offering for clients across differ
- Conduct extensive market research to identify potential opportunities and meticulously plan GTM strategies to convert them into deals.

- Requirements Gathering, Solution Architecture and +5 skills
- Requirements Gathering, Bid Management and +3 skills
- Market Research



Corporate Strategy Analyst
Varroc
May 2018 · Jul 2019 · 1 yr 3 mos
Pune Area, India

Business Analyst at Varroc Group (\$1.5 billion, global automotive component manufacturer). Responsible for internal & external benchmarking analysis for Corporate Strategy, CEO's Office....



Management Intern
TCS
Apr 2017 · Jun 2017 · 3 mos
Chennai

- Published White Paper in IT Strategy Consulting for airline client to redefine their strategy to enhance the travel experience...



System Engineer
Infosys
Jul 2014 · Jun 2016 · 2 yrs
Hyderabad Area, India

- Automated security compliance analysis and recording process for client's 40 Offshore Development Centres, worked on Redhat Linux and Amazon Web Services...

People you may know

From Poornam's industry



Deborah Avila
Lead UI/UX Designer, Art Director

 **Connect**



Habib Sani Yahaya 
Experienced Housa Translator & Linguist with 10+ Years in...

 **Connect**



Damaris B.
--

 **Connect**



Lidia Callejas
Especialista de Mercado Corporativo

 **Connect**



Camilo Istvan 
Soporte de aplicaciones |
Estudiante de Analista...

 **Connect**

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