

VIKASH KUMAR SHARMA

Senior Product Manager | Consumer Electronics, Telecom & Connected Devices

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PROFESSIONAL SUMMARY

Product management professional with 12+ years across consumer electronics, telecom and connected-device ecosystems, including 4+ years leading regional product management and technical pre-sales. Owns the lifecycle from customer requirements, product strategy and PRDs through OEM/ODM development, certification, launch and operator deployment. Delivered 5M+ devices across the Middle East, with experience serving customers across MEA and Europe. Combines commercial engagement with deep hardware, software and video-platform expertise.

SELECTED IMPACT

- Delivered 5M+ device deployments and managed 12+ clients across the Middle East over four years.
- Led cross-functional teams of 20–30+ and delivered 5+ concurrent operator programmes on time and within cost targets.

CORE EXPERTISE

Product leadership Product strategy, lifecycle management, PRDs, roadmaps, business cases, competitive positioning and go-to-market planning

Commercial delivery Technical pre-sales, RFP leadership, operator engagement, OEM/ODM manufacturing, vendor management and regulatory certification

Product domains Android TV, IPTV/OTT set-top boxes, smart home, IoT, IP cameras, broadband routers, ONTs, 5G CPE and AI-enabled devices

PROFESSIONAL EXPERIENCE

Regional Product Manager and Technical Pre-sales

Skyworth Digital | Dubai, UAE | May 2022 – Aug 2026

- Won projects and built operator partnerships with STC, Ooredoo, OSN, MBC, TOD, Digiturk and ZAP Angola, leading engagements from RFP through product definition and project initiation.
- Owned connected-device product lifecycles from concept and PRD through OEM/ODM manufacturing, regulatory certification, field rollout and post-launch support.
- Defined product roadmaps, business cases and competitive positioning across IPTV/OTT, broadband and smart-home portfolios, translating customer requirements into product specifications.
- Directed R&D, QA, product and deployment teams across concurrent operator programmes, aligning delivery milestones, costs and customer expectations.
- Managed regional regulatory approvals and product compliance covering TDRA, ECAS, GCAM, CE, CB and RoHS requirements.

PROFESSIONAL EXPERIENCE CONTINUED

Regional Product Manager and Technical Pre-sales continued

Skyworth Digital | Dubai, UAE | May 2022 – Aug 2026

- Led emerging-technology projects covering motion-recognition gaming, smart fitness, NPU-class chipset evaluation and on-device AI; evaluated generative AI integration for operator interfaces.
- Represented Skyworth at GITECH, CABSAT and IBC, supporting customer engagement, partnerships and commercial opportunities.

Project Manager

MultiChoice Group | Johannesburg, South Africa | Sep 2021 – Mar 2022

- Delivered a complex Broadcom hybrid-platform integration with Irdeto conditional access through structured project governance and coordinated vendor execution.
- Managed planning, risks, stakeholder communications and business and technology workstreams to maintain milestone adherence and executive visibility.

System Integration Specialist

MultiChoice Group | Johannesburg, South Africa | May 2018 – Aug 2021

- Led middleware integration, certification, release management, system testing and deployment readiness for broadcast and OTT platforms serving millions of subscribers.
- Coordinated multi-vendor delivery against SLAs and operational KPIs, improving first-time-right releases across major platform upgrades.

Senior Software Engineer

Cisco Video Technologies | Stockholm, Sweden | Aug 2016 – Apr 2018

- Developed, integrated and validated digital TV and video-delivery platforms with global engineering teams, improving reliability, performance and operator-facing features across releases.

Senior Software Engineer

Tata Elxsi | Bengaluru, India | Jan 2014 – Jul 2016

- Designed and integrated software for Indian operators across the full software development lifecycle, focusing on performance, cross-platform integration and on-time delivery.

TECHNOLOGY AND TOOLS

Platforms Android TV, Android, Linux, Skyworth Coolita OS, IPTV/OTT, conditional access and device integration

Technology ecosystem Huawei, Google, Netflix, Amazon, Dolby, Irdeto, Synamedia and SoftAtHome

Chipsets Amlogic, MediaTek, Broadcom, HiSilicon and Montage

Tools Jira, Confluence, MS Project, SQL, Git, Agama and terminal management systems

EDUCATION AND LANGUAGES

Bachelor of Engineering in Telecommunications

BMS Institute of Technology | Bangalore, India

Languages English (professional proficiency) and Hindi