

VIJAY KOKA

Senior Product Manager | Technical Program Manager | AI Product Leader

+91 9618616688 · kokavijay58@gmail.com · linkedin.com/in/koka-vijay · www.vijaykoka.com · www.kokavijay.com · Hyderabad, India

PROFESSIONAL SUMMARY

Results-driven Senior Product Manager and Technical Program Manager with **13+ years** building and scaling enterprise products across **FinTech, Telecom, AI, and Enterprise Technology**. Proven expertise in product strategy, roadmap execution, digital transformation, and cross-functional leadership. Delivered large-scale payment, mobile commerce, and enterprise integration solutions globally.

Ph.D. in Machine Learning & Blockchain with hands-on expertise in **Generative AI, LLMs, AI Agents, and intelligent automation**. Skilled at translating complex business challenges into innovative product solutions that drive revenue growth, operational efficiency, and customer satisfaction.

KEY ACHIEVEMENTS & PRODUCT DOMAINS

Achievements

- 13+ years of leadership across Product Management, Program Management, Solution Architecture, and Agile Delivery
- Delivered enterprise-scale payment gateway, remittance, and mobile commerce platforms across multiple countries
- Led cross-functional teams of 40+ across Product, Engineering, QA, Operations, and Business stakeholders
- Published peer-reviewed research in Cyber Security, Android Malware Detection, ML, and AI-driven systems
- Ph.D. specializing in ML & Blockchain with focus on Generative AI and LLM applications
- Managed strategic engagements with IBM, Etisalat, WHO, and global banking partners

Selected Domains

- FinTech & Digital Payments
- Payment Gateway Integrations
- Remittance Platforms
- Mobile Commerce Solutions
- Telecom Digital Services
- Enterprise Integration Platforms
- AI & Generative AI Products
- Fraud Detection & Risk Systems
- Platform Ecosystems & APIs

CORE COMPETENCIES

Product Management	AI Product Expertise	Technical Prog. Mgmt	Leadership
<ul style="list-style-type: none">Product Strategy & VisionProduct RoadmappingProduct DiscoveryProduct Lifecycle MgmtPRD DevelopmentCustomer ResearchData-Driven DecisionsKPI / OKR Frameworks	<ul style="list-style-type: none">Generative AI ProductsLarge Language ModelsAI Agent SystemsPrompt EngineeringML ApplicationsAI Product Strategy	<ul style="list-style-type: none">Agile / Scrum / SAFeRelease ManagementRisk ManagementDependency ManagementDigital TransformationProgram Governance	<ul style="list-style-type: none">Executive Stakeholder MgmtCross-functional LeadershipStrategic PlanningVendor ManagementGlobal Delivery Mgmt

PROFESSIONAL EXPERIENCE

HTC Global Services

Senior Product Manager | Technical Program Manager

Mar 2022 – Present | Hyderabad, India

- Spearheaded enterprise digital transformation spanning 5 product lines, reducing time-to-market by ~25% through Agile adoption and CI/CD alignment across 40+ person cross-functional teams.
- Defined product vision, roadmap priorities, KPIs, and OKRs; increased on-time release predictability from 60% to 88%.
- Drove AI-powered product innovation leveraging Generative AI and LLM technologies, translating ambiguous business problems into well-scoped PRDs.
- Influenced C-suite roadmap decisions through customer insights, data analysis, and competitive intelligence; secured buy-in for 3 high-priority platform investments.
- Managed vendor relationships and third-party integrations, reducing integration lead times by 30% via standardized API governance.

Telcom Live Content FZC

Senior Business Analyst | Project Manager | Agile Scrum Master

Apr 2020 – Feb 2022 | Dubai, UAE

- Owned end-to-end delivery of remittance and payment gateway integrations across 6 countries, processing \$40M in monthly transaction volume; achieved 99.9% uptime SLA.

- Managed strategic engagements with IBM, Etisalat, WHO, and enterprise banking partners; delivered projects 10% under budget on average.
- Defined SLA frameworks ensuring platform reliability; reduced critical incident response time by 40%.
- Coached 3 delivery teams on Agile practices, improving sprint velocity by 35% within 2 quarters.

Telcom Live Content FZC

Business Analyst | Solution Architect

Jun 2018 – Mar 2020 | Dubai, UAE

- Architected scalable mobile commerce platform supporting 1M+ users across MENA; designed RESTful API contracts adopted by 10+ integration partners.
- Led platform modernization — migrated legacy monolith to microservices, reducing deployment cycle from 2 weeks to 2 days.
- Managed API and payment gateway integrations, reducing failed transaction rate by 18%.

GlobalLogic

Senior Analyst – Transaction Screening

Jun 2015 – May 2016 | Hyderabad, India

- Supported Google Wallet fraud prevention; analyzed transaction patterns contributing to 22% reduction in false-positive escalations.
- Conducted risk analysis, anomaly detection, and compliance validation; improved operational quality score by 15%.

EDUCATION

Ph.D. – Machine Learning & Blockchain

GITAM University, Hyderabad

M.Tech – Computer Science & Engineering

VR Siddhartha Engineering College

RESEARCH & PUBLICATIONS

- K. Muppavaram & V. Koka, "Adaptive Detection and Response System for Post-Installation Cyber Attacks on Smartphones" — **JASTT**, Vol. 6, No. 2, pp. 140–148, Jul. 2025. DOI: 10.38094/jastt62293 [Q2]
- V. Koka & K. Muppavaram, "An Enhanced Framework to Mitigate Post-Installation Cyber Attacks on Android Apps" — **ETASR**, Vol. 14, No. 4, pp. 14788–14792, Aug. 2024. DOI: 10.48084/etasr.7467 [Scopus Q2 | CiteScore 2.9]

CERTIFICATIONS

- Certified Scrum Master (CSM)
- CAPM – Certified Associate in Project Management (PMI)

TOOLS & TECHNOLOGIES

Product & PM Tools	Jira, Azure DevOps, Confluence, MS Project, Trello
Data & Analytics	SQL, Excel, KPI Dashboards, Reporting
AI & Emerging Tech	Generative AI, LLMs, AI Agents, Machine Learning, Blockchain
Enterprise Tech	REST APIs, Payment Gateways, Platform Integrations, Cloud Solutions