

# Shailesh S. Ingale

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## SUMMARY

Experienced product leader who thrives in fostering the cross-functional tension that drives innovation. Looking for an executive-level opportunity to operationalize strategy into meaningful initiatives and milestones. Demonstrated ability to understand deep domains while maintaining a strategic focus on business and customer problems.

## EXPERIENCE

**HARMAN INTERNATIONAL**, Chicago, Illinois 2022 – Present

**Senior Director, Automotive Brand DNA**

Ownership of automotive brand standards for HARMAN's house of brands

- Aligned ~50 cross-functional stakeholders to update automotive brand standards for 10 HARMAN brands and 6 sub-brands in HARMAN's brand portfolio
- Led strategic initiative to address an industry trend and push Branded Car Audio toward software centricity, moving Branded Audio from <5% to ~30% software revenue
- Ideated and secured \$2mm investment in a new cross-business unit product idea to make HARMAN's Branded Audio offerings hardware-agnostic, increasing market relevance

**HERE TECHNOLOGIES**, Chicago, Illinois 2017 – 2022

**Senior Product Portfolio Manager**

Facilitated executive decision-making for internal investments to push forward HERE's strategy and drive its pivot to a cloud-based platform business

- Conducted executive product portfolio reviews to rebalance ~\$550mm development OpEx to balance short- and long-term business objectives
- Refreshed HERE's product portfolio with input from ~400 stakeholders to pivot HERE from a data licensing business into a cloud-based platform business model, while protecting key revenue streams and driving focus to high-priority customer segments
- Influenced ~100 stakeholders (including executive leadership) across functional areas to develop an end-to-end product development framework implemented company-wide
- Coached Product Managers on an ad-hoc basis to review executive presentations and ensure highest-quality discussion materials and effective decision-making

**ACCENTURE STRATEGY**, Chicago, Illinois 2011 – 2017

**Manager, Innovation and Product Development**

Product Commercialization Strategy, New Product Introduction Effectiveness, M&A Carve-out/Integration, Supply Chain Optimization, and Business Process Transformation

- Developed commercialization strategy for a client’s new product offering by creating financial models, driving feature trade-offs, and assessing go-to-market models
- Performed product development capability assessments and transformations in multiple industries, including automotive, food & beverage, and software
- Stood up the engineering and field service organizations for a ~\$500mm carve-out of a building technology company as part of a larger ~\$40bb acquisition
- Managed a client’s \$500k innovation R&D budget leading to new intellectual property in key areas and new product introduction in two previously untapped markets

**BOSE CORPORATION**, Bloomfield Hills, Michigan

2006 – 2009

**Audio Systems Engineer**

Full product lifecycle responsibility applying DSP, acoustics, and psychoacoustics principles while working across organizations to deliver the Bose experience in new vehicles

- Quantified the “30% smaller. 40% lighter. 50% less energy. 100% Bose sound” value proposition for Bose’s Energy Efficient Series of automotive audio technology
- Led audio system engineering for ~15 vehicle programs with two major OEMs on two continents, through the entire product lifecycle
- Developed proofs-of-concept, conducted demonstrations, and educated customers on Bose audio to support sales efforts with five of the six major American/Japanese OEMs

**EDUCATION**

**KELLOGG SCHOOL OF MANAGEMENT**

**NORTHWESTERN UNIVERSITY**, Evanston, Illinois

Master of Business Administration

Master of Engineering Management

- Majors: Management & Strategy, Marketing, Finance, Product Design
- Recognized with Dean’s Distinguished Service Award

**UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN**, Urbana, Illinois

Master of Science in Electrical Engineering

Bachelor of Science in Electrical Engineering, with honors

- Thesis: “Comparison of Alternative Training Algorithms for Hidden Markov Models”
- Inducted into the ECE 345 Senior Design Hall of Fame, for the best-engineered project

**PERSONAL**

- Trilingual with fluency in Marathi and conversational Spanish abilities
- Avid runner with 15 half-marathon and 4 marathon finishes, including fundraising \$2,700 for *ASHA for Education*, to benefit under-privileged children in India
- Former Division champion of Toastmasters’ International Evaluation Contest