

SAMAR CHANDEL

628-225-9718 | samar.vik.chandel@gmail.com | San Francisco-Bay Area, CA

EXPERIENCE

NETAPP

SF-BAY AREA, CA

Product Manager -L6 (AI Initiatives & Enterprise Growth)

2024-Present

- Built and shipped an **agentic AI PM platform** using Snowflake's Cortex AI platform & MSFT's Azure AI foundry to automate core product workflows; drove adoption through rapid iteration, usability testing, and seamless tool integration. 100+ PMs & AEs, saving 15hr/wk
- **Cut executive time-to-insight** from 1-2 days to minutes by building LLM-powered agents that let C-suite leaders self-serve insights
- **Drove a 5-point market-share gain** in one year for a \$4B hero product portfolio by owning the 3-year product and GTM roadmap end-to-end — leading planning, orchestration, and execution across product, sales, marketing, and engineering, and presenting to CEO staff
- **Drove ~\$100M in competitive takeouts**, by owning competitive enablement: authored battle cards, led 4+ industry events, and ran 20+ sales/partner interviews and 5+ workshops to sharpen positioning and shape the long term product roadmap
- **Repositioned 3 enterprise products** to minimize cannibalization in a **\$1B portfolio**, avoiding \$50M in annual losses

MCKINSEY & COMPANY

SF-BAY AREA, CA

Consultant: Product & Growth Strategy

2023-24

- **Built and led a \$10M operating-model transformation for a global research firm**, migrating product & DS teams to a low-cost center: defined the program, ran interviews end-to-end, scaled headcount, and rebuilt training and onboarding to cut attrition by 25%
- **Drove 15% cost reduction** across the portfolio for a leading EV player, building a cost reduction model from the ground up: 10+ expert interviews plus industry-standard material benchmarks — **that delivered results in 4 wks (66% faster) at <10% accuracy tradeoff**
- **Drove growth strategy** for a health-tech company, identifying \$50M additional revenue & translating into prioritized initiatives
- **Lifted user activation 30%** on the firm's internal GenAI tool, Lilli by designing its adoption/engagement OKRs and mapping user journeys to drive targeted product changes

C3 AI: ENTERPRISE AI SOFTWARE

SF-BAY AREA, CA

(Internship) AI Strategist

2022

- Designed a partner GTM motion for enterprise AI apps; improved sales conversion by 10% through tighter positioning & enablement
- **Drove a 5% reduction** in stock-out frequency for an **F500 FMCG manufacturer** through an 8-week ML pilot

ROCKET LEARNING: EDTECH STARTUP

INDIA

(Internship) Product Manager - Growth

2021

- Defined 0-1 product vision, KPIs, & 1 yr roadmap for early-childhood education solutions; scaled reach **3x (0.15M- 0.5M)** across 20 cities

SCHLUMBERGER (SLB)

INDIA, SAUDI ARABIA, UAE

Product & Service Delivery Manager | (youngest in India BU)

2020-21

- Owned end-to-end product + operations execution: led **50+** team members, managed **\$15M** in assets, and delivered **\$600K/month** revenue while coordinating Geology/Ops/Data Science

Product Manager & Field Engineer | (top 1% of SLB field engineers; 6 months early promotion)

2015-20

- Led an HQ-sponsored digital transformation program: ran **50+** user interviews, shaped product/process improvements, and lifted India BU to **95th percentile** (across **100+** countries) on engineer competency; delivered **\$1M** savings + **\$10M** revenue impact
- **Unlocked \$100M+ in incremental client revenue** for a national oil co. by leading 50+ discovery projects over 4 years

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

PHILADELPHIA, PA

Master of Business Administration, Dual Major in 'Entrepreneurship' & 'Operations, Information & Decision'

2021-23

- Awards: Wharton India Fellowship recipient for outstanding academic, personal, and professional achievements
- Growth Strategy: Snider Venture Consultant (1 of 10 selected out of 200+ applicants) responsible for developing pricing strategy for a pre-funding medical device startup and leading search for CEO candidates along with co-founders
- Investment Fellow: Venture Foragers: Developed an investment thesis on future of mobility & presented to leading VCs in SF

IIT KHARAGPUR

INDIA

Bachelor of Technology (Hons.) in Mechanical Engineering

2011-15

- Awards: Institute Blue- Best Outgoing Athlete. Won 30+ Medals at Inter and Intra collegiate championships
- Founding member of Cleanoventions (clean energy venture) – Winner Rice B-Plan'12 & India Future of Change'11

ADDITIONAL INFORMATION

- **Tech Skills:** Agentic AI, MCP/ A2A, C++, Enterprise Software, ML, SaaS, Tableau, SQL, Financial Modelling, InDesign, Miro
- **Survival Coaching:** (selected out of +350 applicants) Led a team of 8 MBA students on a 6-day experiential case challenge
- **Interests:** Consumer Tech, Horology, Outdoors (12+ high altitude treks in Himalayas/Andes), Ex-Athlete, Hyrox, Sports movie buff