

Srini Bala

[LinkedIn](#) | [Website](#)

Desired Position - Product Manager

Product professional passionate about building enduring, elegant products that solve real customer problems, driving measurable outcomes for customers and revenue for the company. Experience leading and collaborating with cross-functional software development teams, paired with customer-facing Solutions Architecture/Sales Engineering expertise, delivers sharp market understanding and gap identification. A [Kellogg Professional Certificate in Product Management](#) (2024) grounds my readiness to succeed as a Product Manager in the AI Age.

Work Experience (Summary)

As **Software Engineering lead**, developed system software, partnering with product management to deliver successful Enterprise Switching/Routing products. As **Solutions Architect**, delivered end-to-end solutions for enterprise customers, growing revenue. As **Cloud Architect**, helped large enterprises modernize/migrate applications infrastructure to the cloud, now extending into AI.

Datadog - Sr Observability Architect

2023 - Now

- Grew Datadog's footprint with Global System Integrators (GSI), on-boarded 10 GSIs (**generated revenue \$6.5M/3 yrs**)
- Creating Observability Maturity Framework product feature, created a MVP with Cursor (being adopted in the product)
- Creating GSI focused product features, working on **2 Product Briefs** ([Maturity Assessment](#) and Log Optimizer)
- Creating POCs & solutions: Data, AI stack + LLM Observability (Evals), Agent Architecture.

Amazon Web Services - Sr Container Specialist & Sr TAM

2021 - 2023

- Established AWS as the preferred cloud vendor for a Health Care Customer (\$65M Revenue).
- Product Ambassador for AWS Proton, helped shape and prioritize features and roadmap (Blogs: [Cost Tracking](#), [Building IDPs](#)).
- Helped AWS Customers (20+) adopt AWS container solutions & contributing to Kubernetes Product Features & [EKS workshop](#)
- Conducted market analysis of public sector customers, identifying key growth opportunities for AWS container services.

Oracle Cloud - Sr Application Modernization Specialist

2019 - 2021

- Led a team of Solutions Architects focused on Oracle's top 250 Strategic customers, grew Revenue by \$3M
- Grew Oracle Cloud Native footprint (Kubernetes & Application Workloads) in top 30 accounts by more than double.
- Led a **Product Management Interlock**, providing market feedback, prioritize features and roadmaps.
- Created 10+ reusable playbooks based on customer interactions which were used multiple times.

Alcatel- Lucent Enterprise - Sales Engineer | Solutions Architect

2011 - 2019

- Attained over 100% quota for the 4 of the 5 years and grew revenue by \$8M.
- Contributed to Product Requirements Document for Network Management Suite of products.
- Created a Cross-functional steering group with Support, Product, Sales and Engineering to Improve Products.

Alcatel-Lucent/Nokia - Software Team Lead

2007 - 2011

- Developed Networking Switching Fabric software for Data Center core router (Top Revenue Generator \$5M in 2 years)
- Contributed and Led software development teams providing Architecture guidance and delivering multiple product lines.
- Established a communication channel between Engineering, Sales, & PM team to feature prioritization, securing team buy-in.

Various Companies - Sr Software Engineer

1996 - 2007

Education & Skills

Education: Bachelor of Computer Science

Professional Skills

- Outcome focused and Data driven, Ability to Deep Dive while looking at the bigger picture.
- Ability to work with Cross functional teams to move things forward and deliver measurable results.

Technical Skills

- Product Management: Writing PRDs, PRFAQ, Business Case (TAM/SAM/SOM), Competitive Analysis.
- PM tools: Miro, Google Analytics, Balsamiq, Vibe coding with Cursor & Claude (MVP/Prototypes)
- Networking: Routing/Switching, Data Center, Virtualization, Design, System Architecture.
- Cloud: OCI & AWS, Datadog Certified, Infrastructure as Code, Observability, AIOps, LLMOps, Dev(Sec)Ops.
- Programming Languages: C, C++ and Python.
- AI/ML: RAG, Vector DB, Frameworks (LangChain, LangGraph), Agents, Pandas, NumPy, ScikitLearn, TensorFlow, [Caltech AI/ML Bootcamp](#). Certification