

# ADARSH SHETTY

*adarshshetty.co · linkedin.com/in/adarshgv · 213.595.8251 · adarsh@adarshshetty.co*

## SENIOR PRODUCT AND TECHNOLOGY OPERATOR

13+ years building, scaling, and fixing complex systems across AI/ML, cybersecurity, and cloud. I step in, own problems end-to-end, and build things that outlast the engagement — as a fractional CPO/CTO, embedded operator, or on scoped deliverables. MBA (UCLA Anderson) + MS Computer Science (USC)

## INDEPENDENT CONSULTING

### **Flexblow · Consultant/PM · Los Angeles, CA · Dec 2019**

- Owned US market entry end-to-end for a Lithuanian manufacturer with zero US presence: led a 4-person cross-functional team across research, operations, and sales; validated the market from the ground up.
- Delivered GTM strategy, business plan, and sales collateral. Outcome: \$3.8M NPV over 5 years. First US customer secured. 95% client satisfaction.

### **PCV Soul Food Restaurant · Advisor · Boston, MA · 2022**

- Stepped in post-Covid to help a struggling restaurant modernize operations: introduced omnichannel order management covering pickup, delivery, and payments. Pursued grant opportunities to inject capital.
- Outcome: business preserved, operations stabilized, heritage protected.

### **Civic Innovation Lab · Consultant · 2020**

- Strategized, wrote, and refined grant and corporate partnership proposals for a civic organizing nonprofit.
- Outcome: \$5K grant secured. Mission funded.

## CORPORATE EXPERIENCE

### **Broadcom Corporation · Irvine, CA**

#### *Lead Product Manager · AI, Cloud, Cybersecurity · 2025–2026*

- Led end-to-end delivery of an industry-first LLM/GenAI Incident Prediction solution — attacker's next move forecasting that stops 80% of breaches. Owned from problem definition through launch.
- Shipped an AI co-pilot that translates complex security incidents and scripts into plain English. Result: +25% usage, 1–2x analyst productivity gain.
- Drove cross-functional alignment across PM, compliance, and marketing to counter data privacy fears and earn customer trust at scale.
- Regular external presence: blogs, customer presentations, conferences, and webinars.

#### *Product Manager · Cloud, Agents, Browser Extension · 2023–2024*

- Owned end-to-end launch of ML-based attack surface reduction: defined the problem, built the visual analytics dashboard, drove policy adoption. Result: 60% reduction in known attack vectors, 20% further with deeper analysis option.
- Ran "Value Demonstration" program for hundreds of enterprise customers: diagnosed retention risk, built custom reporting tools from scratch, empowered sales with data-backed messaging.

- Retained 100% of Australian market (millions of users) by personally owning the E8 compliance business case — from framing through roadmap to delivery.
- Launched browser security extension now protecting 10K+ users on the Chrome Web Store.

*Product Manager · Data Analytics, Efficacy, B2B SaaS · 2021–2023*

- Built efficacy scorecard system used by 100+ technical staff. Drove highest 3rd-party threat efficacy ratings, winning analyst validation and customer trust.
- Managed and triaged product needs across 10+ SaaS and on-prem products.

*Product Owner · Cloud Migration, Multi-Cloud Engineering · 2020–2021*

- Orchestrated M&A technical integration: migrated live reputation system to Google Cloud with zero downtime while serving 6B requests/day from tens of millions of users.
- Built management buy-in to modernize data streaming platform. Result: \$550K/yr savings, 99.999% uptime.
- Maintained private cloud security product line with 100% customer retention for 2 years.

**Symantec Corporation · Los Angeles, CA**

*Sr. Software Engineer · Applications of ML (Machine Learning) · 2015–2019*

- Built ML classifier using digital certificates as feature vectors — 72% reduction in False Negatives; contributed to AV-Comparative award win.
- Built lightweight parallel publisher service on GCloud: compressed critical update delivery from 4 hours to 17 minutes, enabling faster zero-day protection.

*Software Engineer · Scaling Infrastructure · 2012–2015*

- Architected ensemble security scoring system for files and URLs; served final prediction data to 10+ products protecting millions of users.
- Partnered with agent teams to implement cloud-based virus definition management in response to a breach.

**EDUCATION**

MBA, Technology Management · UCLA Anderson School of Management · Dec 2020

MS, Computer Science · University of Southern California · May 2012

BE, Computer Science · Visvesvaraya Technological University · May 2009

**CERTIFICATIONS & AWARDS**

Certification: Anthropic AI Fluency · 2026; AWS Certified Cloud Practitioner · 2021

Fellowship: UCLA FEMBA Fellow Scholarship · 2017

Awards: Quarterly Achiever (3x) · Symantec

Panelist: Future of Cybersecurity & Blockchain · CES@Anderson · 2018

Published: Assisting Instructor Assessment of Undergraduate Collaborative Activities · EDM Conference · Dec 2012