

KISHAN WAGHELA

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EDUCATION

Master's in Engineering Management University of Massachusetts, Amherst	Sep 2024 - May 2026 GPA: 3.85/4.0
Coursework - Marketing Strategy, Product Management, Technical Project Management, Predictive Analytics, Project Financing	
Bachelor of Engineering in Chemical Engineering Dwarkanadas J. Sanghvi College of Engineering	Aug 2018 - Jun 2022 GPA: 3.7/4.0

SKILLS

Core Competencies: Product Strategy, Competitive Benchmarking, Pain Point Analysis, Market Research & Sizing, Data Visualization, Executive Briefings, Financial Analysis, Technology Road Mapping, Sprint Planning, A/B Testing, AI Automation, Technical Writing

Technical Skills: Business Frameworks, Advanced MS Suite, Google Suite, SQL, R, Monday.com, JIRA, Power BI, Tableau, Python

PROFESSIONAL EXPERIENCE

Product Marketing & Operations Manager <i>florrent</i> Massachusetts, USA	Sep 2025 - Dec 2025
<ul style="list-style-type: none">Automated competitive intelligence for Supercapacitors and Energy Storage using python, AI, web-scraping and vibe-coding tools to monitor 20 competitors, reducing manual research time by 70% and accelerating market responsiveness.Led market research initiatives across Energy Storage Systems, Electricity Transmission & Distribution, AI & Data Centers, Renewable Energy and BESS to identify emerging opportunities, regulatory process and technology adoption trends.Supported the creation of clear, engaging B2B marketing content such as blog posts, short case studies, product one-pagers, email copy, social posts and basic infographics.Supported cross-functional operations including procurement, project management, grant tracking and technical writing.	
Strategic Marketing Manager <i>Waters Corporation</i> Delaware, USA	Jun 2025 - Aug 2025
<ul style="list-style-type: none">Analyzed the Aerospace & Defense market, gov funding, innovations and M&A activities, that pinpointed EMEA, 3D printing and propellants as the fastest-growing segments, enabling the sales team to shift resources and increase win-rates.Leveraged SAP analysis data to analyze TA Instruments' product portfolio and key advanced materials accounts, distilling insights that shaped a focused go-to-market strategy for our MVP products in the advanced materials Market.Created sales enablement decks and application notes by cross-functioning with PMs, scientists and sales team, that distilled complex technical features into clear value propositions, strengthening product positioning and driving adoption in key markets.Performed SWOT analysis of hypersonic and ultra-high temperature ceramics testing market in A&D sector, using multi-source market data and user stories, steering product differentiation and new product development for the next 5 years.	
Product Growth Manager <i>Kismet Technologies</i> Florida, USA	Jan 2025 - Apr 2025
<ul style="list-style-type: none">Conducted market and competitor research to identify emerging trends and customer needs in the antimicrobial and healthcare segment, using insights to assist in developing and prioritizing the product roadmap based on business value.Performed TAM/SAM/SOM modelling using MS Excel to quantify market opportunities and validate market entry strategies.	
Market Research Analyst <i>Frost & Sullivan Pvt. Ltd.</i> Mumbai, India	Jun 2022 - Aug 2024
<ul style="list-style-type: none">Conducted in-depth market research for key sectors such as Li-ion battery materials & Safety Trends, Plastic recycling and additives, Construction Chemicals, Flooring Materials and others in CMN market, providing actionable insights for business strategy.Authored 8+ market reports as lead analyst and 15+ executive briefings leading to a revenue generation of \$200k, including market sizing and forecasting, competitive benchmarking, Technology Readiness Level (TRL), growth opportunities and call to action.Worked with C-suite executives on refining supply chain strategies in the Li-ion battery materials market through an analysis of competitive factors such as profit margins, vertical integration, innovations, safety and pricing strategies.Contributed to 'Growth Council Think Tank' as a panelist alongside Industry experts and a large audience, generating 10+ leads.	

PROJECTS

Trade Mate - A local marketplace app for international students	Sep 2024 - Dec 2024
<ul style="list-style-type: none">Implemented a detailed Work Breakdown Structure (WBS) and Cost Breakdown Structure (CBS), optimizing resource allocation and identifying the critical path to maintain alignment with goals and deadlines across planning, development, and testing phases.Assisted in creating user stories and user journey maps to improve navigation, enhancing engagement and reduced churn rates.	

VOLUNTEERING & LEADERSHIP

Contributor <i>Volta Foundation</i> Battery Report 2025	Oct 2025 - Jan 2025
Events Head - National Service Scheme	Jun 2020 - Aug 2021
Design & Technical Head - Indian Institute of Chemical Engineers	Jul 2020 - Jun 2021