

# VARUN PATEL

Staff Product Manager

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Product leader with 14+ years building connectivity and IoT platforms across Africa, Asia, and Europe. I've taken products from first concept to global scale—spanning cloud, edge, firmware, and physical devices—including a world-first broadcast product that won NAB and IBC industry awards. Currently own multiple product areas at emnify, present roadmaps to C-level stakeholders, and drive cross-team processes. Strong commercial instincts from years of owning pricing, running partner QBRs, and closing enterprise deals. Patent holder and innovation award winner.

## CORE EXPERTISE

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Product Vision & Strategy · IoT & Connectivity Platforms (Cellular, Satellite, NB-IoT) · B2B SaaS/PaaS · Hardware-Software Product Development · Cross-Functional Leadership · Product Discovery & OKRs · Pricing Strategy & Commercial Readiness · 0-to-1 Launches & Platform Scaling · Enterprise Customer Engagement · Stakeholder Communication (C-Suite, Board)

**Technical Domain:** Core network architecture (4G/5G NSA), eSIM/eUICC, NB-IoT, Satellite IoT (NTN), MVNO/MVNE platforms, SIGTRAN, Diameter, RAN

## PROFESSIONAL EXPERIENCE

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### emnify — Germany

Jan 2025 – Present

*Staff Product Manager, Connectivity Platforms*

- Own product strategy and roadmap for satellite connectivity, core network signaling, MVNO/MVNE PaaS, and eSIM profile enablement. Present strategic direction directly to C-level stakeholders.
- Launched satellite-based NB-IoT connectivity (via Skylo) in Brazil—a 0-to-1 product delivering IoT coverage in previously unreachable areas. Owned product definition, pricing, and GTM execution.
- Expanding to additional satellite markets and partners; defined the integration playbook and rollout model now used for repeatable global launches.
- Own satellite and MVNO/MVNE pricing strategy. Lead product in partner QBRs, RFP responses, and commercial readiness across new channels.
- Work across 11 engineers and 2 engineering managers; advise PMs on other squads and established product/engineering processes adopted company-wide.

### emnify — Germany

Apr 2023 – Dec 2024

*Senior Product Manager, Core Networks*

- Opened the Brazil market for emnify—handled regulatory readiness through enterprise onboarding, creating a repeatable regional launch model.
- Enabled 2 MNOs onto the platform, unlocking a significant new ARR stream and validating the PaaS model at scale.
- Shipped 5G NSA capabilities and next-gen packet gateways, improving latency, throughput, and customer network integration.
- Roadmap ownership across core connectivity; balanced evolving standards, customer needs, and engineering capacity. Won emnify Innovation Award (2024).

### emnify — Germany

Apr 2021 – Mar 2023

*Product Manager, Core Networks*

- Built and launched cloud-native 5G non-standalone core network capabilities with a team of six engineers in an agile setup.
- Drove product discovery through customer interviews and problem validation; balanced reach, impact, and technical risk across the backlog.

**LYNX Technik AG — Weiterstadt, Germany**

Mar 2019 – Feb 2021

*Product Manager, Broadcast Hardware & Software*

- Led 0-to-1 launch of HDR Evie—the world’s first real-time, frame-by-frame dynamic HDR-to-SDR converter. Tightly integrated hardware, firmware, and software enabling broadcasters to modernise without replacing legacy infrastructure.
- Owned the full product lifecycle: market research, requirements, UX collaboration, validation, firmware partner coordination, manufacturing handoff, and go-to-market strategy.
- HDR Evie won NAB Product of the Year and IBC Best of Show awards. Created product enablement materials and represented product at industry exhibitions.

**Willowmore Pte. Ltd. — Singapore**

Jul 2016 – Mar 2019

*IoT Product Manager (First Product Hire)*

- Joined as employee #1 on product. Built an enterprise IoT access management platform end-to-end—hardware, cloud, and mobile app—from concept through commercial sale. Defined the full customer journey, UX/UI requirements, and data analytics layer.
- Closed the company’s first enterprise sale—a seven-figure deal in Indonesia with zero prior references. Ran pilot programmes across 6 markets including Indonesia, Thailand, Singapore, Australia, Kuwait, and UAE.
- Co-invented a patented IoT smart padlock (BLE + cellular IoT), from idea through pilots to deployment. Led launch of the world’s first automated functional tester for the smart padlock, defining test flows and collaborating with engineering to build the system. SG Patent No. 10201708266U.
- Managed hardware and software OEM partners in China; owned pricing strategy, go-to-market, and regular progress updates to board members and executives.

**Huawei Technologies — Africa**

Nov 2011 – Apr 2015

*Wireless Engineer*

- Led the first commercial 4G network deployment in Madagascar; delivered large-scale 2G, 3G, and LTE rollouts across Kenya, Zambia, South Africa, Madagascar, Mauritius, and the DRC.
- Created high-level and low-level network designs, working directly with operators at every stage to meet commercial and service quality targets.
- Drove network performance optimisation for operators in Kenya and Zambia, combining technical design with hands-on field execution.
- Built local delivery capability by training and empowering subcontractor teams, ensuring consistent execution standards across projects.

**EDUCATION****MBA, Information Technology Management**

2015 – 2016

SP Jain School of Global Management (Dubai, Mumbai, Singapore, Sydney)

**Bachelor of Engineering, Electronics & Communication**

2007 – 2011

Visvesvaraya Technological University, India

**CERTIFICATIONS & RECOGNITION**

- Product Leader Certification — Product School (Feb 2026)
- emnify Innovation Award (2024)
- Patent Holder: Smart Padlock and Securing or Tracking an Asset — SG Patent No. 10201708266U

**LANGUAGES**

English (Fluent) · Hindi (Native) · German (Basic)