

PROFILE SUMMARY

Product Manager with 5 years building 0→1 and scaling (1→10→100) GenAI, agentic and multi-agent products across B2B enterprise SaaS and B2C consumer mobile Apps in procurement and FinTech. Skilled at translating customer insights into product strategy through customer discovery, roadmaps and GTM, driving measurable gains in adoption, operational efficiency and revenue.

PROFESSIONAL EXPERIENCE

Product Manager | Zycus Infotech, Bengaluru Sep 2022 - Mar 2026

- Owned product strategy & roadmap for **Multi-Agent Sourcing Platform** automating source-to-award workflows, **reducing cycle time by 40%**.
- Built **RAG-enabled price benchmarking engine** using past spend & market data to set negotiation target, driving **~7% tail-spend savings**.
 - Defined **vector-search engine** for **supplier discovery** across internal system, GenAI & 3P data sources, boosting **bid participation by 80%**.
 - Shipped human-in-the-loop GenAI **negotiation chat agent** aligning suppliers offer with buyer targets, achieving **68% negotiation success**.
 - Delivered **LLM-powered award engine** synthesizing bid analytics & allocation recommendations, achieving **95% buyer acceptance**.
- Led **LangGraph-powered Procurement Workflow Orchestration Platform** in MS Teams ensuring **100% policy compliance for 1,000+ users**.
- Shipped **no-code workflow console** for tenant-specific policy flows, cutting enterprise **onboarding time by 70%**.
 - Partnered with customers, Sales & Marketing to shape roadmap, GTM & demos, **onboarding 2 enterprise clients** within 40 days.
- Drove strategy for **Supplier Data Integrity & Risk platform** spanning onboarding, fraud-risk screening & compliance, improving **NPS by 40%**.
- Optimised supplier onboarding through **AI extraction, profile completion** & workflow automation, reducing **onboarding TAT by 15%**.
 - Launched **anomaly detection engine** leveraging 3P verification & automated checks to flag data errors, improving **accuracy by 90%**.
 - Built **supplier risk engine** automating fraud-risk screening via 3P signals & market data, enabling vetting across **2000+ suppliers**.
- Scaled **Project Management product** via AI-assisted planning, cross-product integrations & resource optimization, driving **20% adoption lift**.
- Launched **GenAI-powered project planner** generating customisable templates based on requirements, reducing **setup time by 15%**.
 - Shipped **real-time Resource Utilization Dashboard** with reallocation recommendations, improving staffing decisions & reducing risks.
 - Implemented **cross-product tracking across 4+ Zycus suites**, enabling linked task execution, resource planning & centralized visibility.
- Spearheaded **Savings Management product** enabling savings tracking, target management & procurement performance visibility.
- Integrated Supplier & Analytics modules to identify **category-level saving opportunities**, driving spend optimization across suppliers.
 - Launched **Savings Import App**, enabling self-serve financial data onboarding via templates, generating **\$25K revenue in the first month**.
 - Implemented **Savings Target Dashboard** for multi-dimension goal tracking, enhancing visibility & goal attainment across categories

Associate Product Manager | CAMSfinserv (CAMS), Chennai May 2021 – Aug 2022

- Led 0-to-1 launch of regulated **Account Aggregator App**, enabling consent-based data sharing & achieving **2.67K downloads & 4.1 rating**
- Designed **iOS, Android & Web app flows**, simplifying regulatory consent requirements into seamless customer experiences.
 - Used behaviour funnel analysis(Google Analytics) to identify drop-off patterns, redesigned user journey & **reduced drop-off rate by 35%**.
- Launched **Technology Service Platform** enabling **financial institutions to integrate with AA services** using webhooks and low-code widgets.
- Built **Consent Management system** enabling request creation, status tracking, notification & periodic/on demand data provisioning.
 - Improved client efficiency with **bulk-upload feature supporting 100K consent request** creation in one go.

DigiSahamati Foundation (Sahamati) | Volunteered for technology assistance Sep 2021 – Apr 2022

Designed **India's Account Aggregator ecosystem performance monitoring dashboard**, tracking metrics for FIP (data providers) & FIU (data consumers) metrics, adopted by **RBI, BIS, and 70+ regulated financial entities**, recognized in Sahamati Hall of Fame (2021).

PROJECTS

- Built **Bilingual AI Support Agent** in Cursor with **voice/text** option, policy-grounded responses and sentiment analysis; added a **conversation performance** layer tracking traces, six-criterion evals, evidence-linked failures, latency and customer feedback to prioritise quality fixes.

TECHNICAL SKILLS

• GenAI • AI agents • RAG • LLM evaluation • LangGraph • Cursor • VS Code • Figma • GitHub • Vercel • Google Analytics • SQL • Tableau

EDUCATION

MBA	IIT Madras	2019-21
B.Tech (Software Engineering)	Delhi Technological University	2012-16

CERTIFICATIONS (Coursera)

- **AI Product Management Specialization** (ML Foundation, Managing ML Project & Human Factors in AI)– Duke University, Coursera, Jul'26
- **Vibe Coding with Cursor AI** , Scrimba, Aug '26 • **SQL for Querying Databases** , IBM, Jan '25 • **Tableau** , SkillUp, Jan '25

ACHIEVEMENTS

- **3x Zycus Award Winner** for client initiatives across Savings Import App(Apr'24), Smart Onboarding (Dec'24) & MAP launch (Jun'25)
- Received **Achievement Certificate by CAMS (July 2022)** for **redesigning AA journey, reducing drop-offs by 35%**