

BAHADOR SAKET

@ bahador.saket@gmail.com

🌐 <https://bahador.info/>

in <https://linkedin.com/in/bahador-saket-3b9b9449/>

SUMMARY

A **customer-centric** and **data-driven** Product Manager with 3+ years of experience launching successful **B2B and B2C SaaS products**, generating millions of dollars in revenue.

WORK EXPERIENCE

Ponder Data

– Senior Product Manager

📅 June 2022 – Present

📍 San Francisco, CA

Achievements

- Launched a new **B2B platform** for scaling pandas workflows
- Secured three enterprise customers, including **Freddie Mac & Figma**, which led to a monthly revenue of **\$130K**.

Responsibilities

- Conducted user research with 56 data teams globally to gain insights and inform the product strategy, leading to the identification of the right product-market fit.
- Prioritized customers needs and converted them to actionable engineering-facing user stories.
- Set data-driven KPI and leveraged user data to drive dynamic marketing and customer acquisition decisions.
- Worked with the design, engineering, marketing and leadership teams to design MVP.
- Presented product strategy and roadmap to the leadership.

Clio - Cloud-Based Legal Technology

– Senior Product Manager

📅 Dec 2021 – June 2022

📍 San Francisco, CA

– Product Manager

📅 Feb 2021 – Dec 2021

📍 San Francisco, CA

Achievements

- Launched three cloud-based **B2C SaaS products** (F1-F3)
 - F1: Clio's legal document automation software
 - F2: Clio's mobile and web-based E-sign feature
 - F3: Clio's self-service sign-up process
- **Over 2000** active users generated **7000+** docs per day (F1)
- Generated over **\$3M** annual revenue from Clio's document generation and E-sign features (F1, F2).
- Increased customer retention by **15%** (F2), reduced customer onboarding costs by **70%** (F3) and churn rate by **10%** (F3).

Responsibilities

- Conducted user research with 150+ attorneys and paralegals, and studied market trends to identify customers' needs and growth opportunities.
- Identified product growth opportunities and presented them to the leadership on regular basis.

- Collaborated with over 20 stakeholders to prioritize product requirements, establish milestones, and create roadmaps for development.
- Worked with sales and marketing teams to design go-to-market strategy, build business models, and pricing model.
- Defined and tracked data-driven KPI to measure the success of the launched features.

MathWorks

– User Experience Researcher (Consultant)

📅 2020 – 2021

📍 Natick, MA

Achievements

- Increased customer engagement for the Matlab Graphic and Visualization API by **12%**.

Responsibilities

- Conducted user interviews with 75 Matlab Developers to guide the long-term product strategy for graphics and visualizations in MATLAB software.
- Worked with design, product and engineering teams to improve user experience with graphics and visualizations in MATLAB software.

EDUCATION

Ph.D. in Computer Science

Georgia Institute of Technology (Georgia Tech)

📅 2015 – 2020

📍 Atlanta, USA

B.Sc. in Computer Science

Multimedia University

📅 2009 – 2013

📍 Cyberjaya, Malaysia

LICENSES & CERTIFICATIONS

Certified Product Manager (CPM)

Product Manager Accelerator

March 2023

Product Management Certificate

Product School

March 2021

TECHNICAL SKILLS

Product Management: Product Road Mapping, Agile Project Management, Go-to-Market Strategy

User Research: User Interviews, A/B Testing, Survey

Development: HTML/JS, Python, SQL, pandas, D3

Data Analytics: Tableau, Mixpanel

Tools and Platforms: Asana, Jira, Figma, Confluence, Cloud Platforms, Qualtrics, Balsamiq, Miro