

# Ruthvik Upputuri

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Product Manager with experience leading tech focused product strategy and AI-driven market execution. Delivered end-to-end product lifecycles, launching AI agents that reduced manual effort by 30%. Proven experience using SQL for product discovery, building data-driven roadmaps, and automating data workflows. Seeking to build scalable AI products that operate in the real world.

## Education

**Duke University** / *Master's in Engineering Management*

**Aug 2023 – Dec 2024**

Courses: Product Management, Sustainable Product Development, Design Thinking, Marketing

**K L University** / *Bachelor's in Mechanical Engineering with Design Specialization*

**Jul 2017 – May 2021**

Courses: Human Centered Design, Robotics, Data Science & Analysis, Product Design

## Work Experience

**Product Manager** *Live Undistracted LLC / Remote, USA*

**May 2025 - Present**

- Conducted comprehensive market research and competitive analysis to identify strategic positioning opportunities and market entry strategies for distracted driving prevention technology
- Authored PRD with data-driven success metrics, acceptance criteria, and KPI definitions; aligned cross-functional teams across engineering, marketing, and operations toward a unified product launch
- Architected and deployed AI agent pipelines using Langflow and n8n, building end-to-end automated data workflows that processed structured and unstructured data streams, reducing manual effort by 30% and saving 10+ hours/week
- Led competitive analysis and market positioning research, developing a B2B messaging framework that improved sales narrative consistency and supported go-to-market execution

**Product Management Consultant** *Lerner Innovations / Durham, USA*

**Aug 2023 - Dec 2023**

- Conducted competitive analysis and TAM/SA/SOM modeling, identifying an \$850M projected market opportunity by 2030 and projecting \$17M in annual recurring royalty revenue under strategic licensing scenarios
- Designed a cost and scalability framework for evaluating new energy technologies, enabling data driven product prioritization and improving operational efficiency forecasts by 25% compared to prior baseline models
- Designed a cost and pricing framework through IP evaluation, synthesizing financial, market, and technical data into a scalable decision-support infrastructure
- Conducted product discovery and analyzed user behavior data using SQL, identifying key adoption drivers that directly shaped feature prioritization and launch strategy

**Product and Project Test Engineer** *Wipro / Hyderabad, India*

**Jul 2021 – May 2023**

- Authored and implemented quality assurance protocols that improved product development lifecycle efficiency by 20% within six months, creating measurable, repeatable data collection standards
- Designed and executed structured test plans and root cause analysis workflows; resolved 97% of system incidents within SLA timelines and identified 15 critical design flaws, reducing post-production risk by 25%
- Built a centralized data tracking tool to optimize resource allocation, driving a 95% on-time project delivery rate and establishing a single source of truth for project execution metrics

**Head of Product Design** *SkyDrop (previously Aiko) / Guntur, India*

**May 2019 – Oct 2019**

- Led strategic product development initiatives across three concurrent drone product lines by implementing Agile methodologies and cross-functional coordination, which reduced development time by 20%
- Streamlined cross-functional workflows using Human-Centered Design (HCD) methodologies, accelerating user feedback loops by 25% across Engineering, Marketing, and Operations
- Advised senior leadership on product and design strategy, influencing a 15% improvement in resource allocation and streamlining the capital deployment process
- Drove user-centric product development by leading usability testing that identified 14 critical pain points, directly informing a design pivot that increased user satisfaction by 10%

## Skills

**Product Management:** Product Strategy & Data-Driven Road mapping, GTM, Market Research, User Research & Personas, A/B Testing, Stakeholder Management, Agile/Scrum, KPI Definition, Customer Discovery, Cross-Functional Leadership, Metric Development, Safety-critical product thinking

**AI & Technical:** AI Agents & LLMs, RAG, MCP, Design Thinking, Python, R, SQL, Docker, Cloud Infra (GCP, Oracle Cloud), API Integrations, Rapid Prototyping, Web Domain Management, UX Research, Drones and Robotics (hands-on)

**Tools:** JIRA, Linear, Asana, GitHub, Miro, Figma, Google AI tools, Notion, Cursor, Antigravity, Claude, n8n, LangFlow

**Business Strategy:** Market Sizing (TAM/SAM/SOM), Go-to-Market, Competitive Analysis, Unit Economics, Pricing Strategy, IP Valuation, Due Diligence (Financial, Market, Technical), Digital Transformation