

VENKATESH PALLAPU

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 [Portfolio](#) | [LinkedIn](#)

PRODUCT MANAGER | AI-ENABLED PRODUCT BUILDER | 0→1 SPECIALIST

AI-focused Product Manager with 3.5+ years of experience driving 0→1 and 1→N product development across B2B and B2C platforms. Proven success in integrating **LLMs, RAG pipelines, and AI-powered APIs** to deliver compliant, user-centric products at scale. Skilled at improving retention, accelerating growth, and reducing operational costs through **data-driven experimentation, agile execution**, and cross-functional leadership. Adept at translating complex AI capabilities into actionable strategies that drive measurable business value in fast-paced, high-impact environments.

CORE COMPETENCIES

Product Strategy • Product Roadmapping • Agile & Scrum • Stakeholder Management • PRD • Product Discovery • Product Analytics • Feature Prioritization • UI/UX Optimization • Growth Experimentation • Cross-Functional Collaboration • OKRs • Data-Driven Decisions • KPI • Userstory • Product-Lifecycle • Client Relations • Market Research • MVP • Wireframes • Funnel Optimization • A/B Testing • AI/LLM Integration • Go-to-Market Execution.

TOOLS & TECHNOLOGIES

AI/ML & Research: ChatGPT, Lovable, V0.dev, DeepSeek, Cursor, Gemini, Bolt

Automation: Zapier, N8n

Product & Docs: Jira, Confluence, Notion, GitHub Projects

Analytics & BI: Mixpanel, Amplitude, VWO, Google Analytics 4, Power BI

UX & Design: Figma, Miro, Balsamiq

Infra & Payments: Firebase, Supabase, Razorpay, Stripe, Shopify

Marketing Tools: Digital Marketing, Semrush, Mailchimp, HubSpot.

PROFESSIONAL EXPERIENCE

DataPro Information Technology Pvt Ltd – Pune

Product Manager – Ad-Compliance Platform (0-1)

Aug 2023 – Present

- Built platform with modular rule engine, Chrome extension, and admin dashboard..
- Achieved 95%+ compliance (↑ from 65%), 40% ↓ QA time, and 250+ man-hours saved/month/agency.
- Scaled to 15K-30K DAUs across 150+ agencies; DAU/MAU ratio of 0.62.
- Led 18-member cross-functional team; drove 6-figure ARR pipeline.

Product Manager – Payment Page Optimization Ecommerce Global Market Checkout Funnel (1-N)

Nov 2022 – Apr 2023

- Reduced abandonment rate from 57% → 41% via UX, trust signals, and predictive coupon engine
- Boosted checkout completion by 19% and AOV by 11% through A/B testing (500K+ sessions)
- Increased revenue from returning users by 22% via 4x coupon usage

Product Manager – TimesheetGuru Resource Management Platform (0-1)

Aug 2022 – Sep 2022

- Delivered in 60 days; improved task-effort accuracy by 70% and reduced payroll errors by 60%
- Enabled real-time dashboards and exportable reports for 50+ managers

Associate Product Manager – CLIENT Product Selling Task Force (1-N)

Feb 2022 – Jul 2022

- Reframed promotional coupons as homepage “products” → \$13.5M+ in added sales
- Improved new user booking rate by 6.2%p and reduced bounce rate by 12%
- Led A/B testing roadmap; 8.5%↑ CTR, 5%↑ same-day reservations, 11.8%↑ repeat bookings

CarTrade Tech Ltd (CARWALE.COM), Hyderabad

Account Manager

Jul 2021 – Dec 2021

- Managed and expanded a portfolio of 80+ automobile dealership accounts, focusing on growth, renewals, and acquisition, retention, ROI, Upselling and cross selling.
- Managed dealership portfolios, improving retention by 60% through relationship-driven account management.
- Delivered data-backed inventory plans that resulted in 200% increase across assigned territories.

EDUCATION

MBA, Marketing

CMR Institute of Technology, Hyderabad | 2019–2021 | **Distinction**

B.Com, Tourism & Travel Management

Osmania University, Hyderabad | 2016–2019 | **Aggregate: 83%**

CERTIFICATIONS

- Product Manager Certification – **Product School**
- Google Analytics 4 – **Google**
- AI - Product Manager – **MicroSoft**