

# **SUMIT KAUSHIK**

Senior Product Manager – SaaS | APIs | AI Platforms

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## Professional Summary

**Senior Product Manager** with 9+ years in SaaS and platform product management. Expert in API-led integrations, AI-driven workflows, and developer platform strategy. Proven record of launching 300+ integrations and driving **\$72.6M+ in product revenue** through partner ecosystems and product innovation.

## Selected Highlights

- Drove **\$72.6M+ total revenue** impact through **Platform Integrations** and **API/webhook**-led custom integrations, including Agent-to-Agent and Egnyte MCP initiatives.
- Launched **300+ enterprise-grade integrations** across multiple verticals.
- Championed **AI-powered platform enhancements**, cutting process times by up to **40%**.
- Increased **API consumption by 100%** through data-driven optimization and the rollout of an API analytics platform.

## Core Competencies

Product Strategy · API & Integration Management · SaaS Product Lifecycle · Platform Ecosystem Development · AI/ML in SaaS · Partner Integrations · Developer Experience (DX) · Roadmapping & Prioritization · Agile Delivery · Cross-Functional Leadership · GTM Strategy · Data-Driven Decision Making · AI/ML & Generative AI Product Innovation · Agentic AI Workflows ·

## Professional Experience

### Egnyte, CA | Senior Product Manager | Jul 2024 – Present

- Spearheaded development and launch of **10+ strategic partner integrations** (DocuSign, Bluebeam, ServiceNow, Splunk, Jira, etc.), contributing **\$40.1M+ in revenue** and expanding Egnyte's ecosystem reach.
- Accelerated the Egnyte **Developer Portal revamp** by integrating it with **Generative AI-driven assistance**, reducing partner integration setup time by **40%**.
- Delivered **AI-assisted document processing and classification workflows**, applying **Agentic AI models** to improve operational efficiency by **30%**.
- Supported **25+ custom API, webhook, and connector integrations**, aligning technical delivery with customer needs and business goals.

## Sprinklr, Gurugram | Associate Product Manager | Jan 2019 – Jun 2024

- Owned **Omni-Channel Handover Protocol APIs & UI**, enabling real-time chat transitions across 30+ channels and generating **\$26.8M+ in ARR**.
- Oversaw **300+ API and platform integrations** across Telecom, Pharma, Airlines, and AI sectors to support enterprise customer implementations.
- Built and scaled **API analytics tools** to track usage and identify growth opportunities, resulting in **100% increase in API consumption** and **\$1M additional revenue**.
- Owned Developer Portal content and structure; **integrated LLM-based documentation generation** for faster partner enablement.engineering, success, and support teams to drive API quality, reduce ticket volumes, and improve integration success rates.

## Samsung R&D (via Lionbridge) | Senior Associate (Linguist) | 2017–2018

- Supported **Samsung Bixby AI** development by authoring and standardizing utterance documentation across divisions.
- Led a team of **five writers** to produce developer documentation and improve AI language consistency.
- Partnered with developers, QA, and marketing teams to align documentation with product launch goals.

## Ornico Technologies | Senior Technical Writer | 2014–2017

- Produced **software documentation and reference guides** for SaaS clients, improving product usability and reducing support load.

## Core Skills & Tools

**Product Skills:** Product Strategy · Partner Integrations · API Management · Developer Platforms · SaaS Lifecycle · GTM Strategy · Stakeholder Management, Agile, AI/ML for SaaS

**Tools & Tech:** Postman · OpenAPI 3.0 · Git · JIRA · Lucidchart · Apigee · JSON · Mashery · Lovable · N8n · Claude · MCP · Gen AI · Agentic AI

## Education

- MBA (Product & Marketing), UPTU, 2014
- Bachelor of Engineering, RGPV, 2010

## Certifications

- Generative AI for Product Managers – LinkedIn, 2025
- PModel Context Protocol (MCP): Hands-On with Agentic AI – LinkedIn, 2025
- Vibe: Code Your First AI App with Lovable and n8n – LinkedIn, 2025

