

Tanya Gupta

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Summary

Product management leader with 5+ years shipping 0-to-1 solutions and scaling adoption. Driving \$70M+ annual revenue impact via portfolio strategy and generative AI-led initiatives.

Experience

Danfoss Power Solutions

New York, NY

Reporting to Director of Product Management

Product Portfolio Manager, Hardware and AI

Apr 2024 – Present

- Leading cross-functional product migration (team of 9); defined decision points, owners, metrics, GTM milestones; protected revenue continuity by delivering \$26M+ NPV.
- Managed OEM Early Access program aligned to GTM strategy (50+ customers); executed hands-on training sessions, captured feedback and iterated requirements; driving \$40M 10-year revenue.
- Analyzed 10-years sales data dashboards to build business cases for AI-enabled pricing and forecasting workflow; leveraged insights to prioritize 5-year roadmap bets for \$300M ARR business unit.
- Operationalized closed-loop customer feedback routing (VoC + lost-business signals) into AI feature hypotheses, launches; shipped 3 premium features, delivered \$2M incremental annual revenue.

Product Manager, AI

Jan 2023 – Apr 2024

- Prototyped GenAI-assisted enablement workflows for 2 launches (training, FAQs, talk tracks, content creation); validated with Sales teams; accelerated release cycles by 25%.
- Led partnership with Data Scientists to define success metrics, accuracy monitoring, and iteration loops for AI anomaly prediction use case; secured executive buy-in, projected \$8M+ savings.
- Established ROI models and governance guardrails (risk, reliability, compliance) to prioritize AI/software bets; decision saved \$250K+ and 6+ months development effort.

Harley-Davidson

Pittsburgh, PA

Growth Product Manager, E-commerce

Jul 2022 – Dec 2022

- Established experiments for acquisition and monetization by defining hypotheses and decision points; tested 10+ funnel hypotheses across organic, paid, and social commerce to drive 20% traffic growth.
- Built an AI-powered insights loop across 50K+ monthly interactions (5+ platforms) to synthesize customer signals into prioritized growth bets; scaled TikTok to 200K+ followers.

Vapotherm

Pittsburgh, PA

Product Manager, Telehealth and Medical Devices

Jan 2022 – Jun 2022

- Led 0-to-1 telehealth LLM-driven MVP demo for at-home COPD management; ran hands-on pilot for iterative development and defined success metrics; targeted 25% adherence lift and \$2M cost savings.
- Synthesized journey maps and competitive research into prioritized PRDs/user stories (20+ features), creating roadmap visibility and alignment across patient and clinical stakeholders.

Education

Carnegie Mellon University

Pittsburgh, PA

M.S., Integrated Innovation for Products and Services

GPA: 3.98/4

Indian Institute of Technology (IIT) Bombay

Mumbai, India

B.Tech and M.Tech, Mechanical Engineering (Minor: Computer Science)

GPA: 3.54/4

Skills

AI & Automation: LLM prototyping; prompt design; evaluation; responsible AI

Data & Platforms: SQL; Python; R; Power BI; Tableau; Excel; Databricks

GenAI Tools: ChatGPT; Claude; Copilot; GitHub; Codex; Gemini; Replit; Figma Make; Lovable