

Mohammed Arsalaan

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[LinkedIn](#) | [GitHub](#)

PROFESSIONAL SUMMARY

Technical Product Manager with engineering roots from IIT Dhanbad, specializing in high-efficiency AI SaaS. Hands-on experience on reducing operational costs by architecting pipelines around fine-tuned open-source models and cluster-based hosting. Have in-depth understanding of driving rapid user adoption through data-driven iterations. delivering client adoptions and generating new revenue streams..

EDUCATION

INDIAN INSTITUTE OF TECHNOLOGY, DHANBAD

DHANBAD, JHARKHAND

Bachelor of Technology

Graduated in June, 2025

EXPERIENCE

CONVIN

BENGALURU, INDIA

Associate Product Manager

October, 2024

- Developed Convin Rule Engine, an automated QA tool allowing users to build custom SOP flows for response audits; interviewed many clients to understand use cases, leading to **adoption by 28 clients**, and **driving \$ 1.3 million in annual revenue**.
- Migrated all AI based features from paid models to fine-tuned Gemma open-source models (7B and 27B parameters); conducted testing on calibration sets, and performance monitoring on H200 clusters, ensuring reliable throughput and **50% decrease in operational costs**
- Shipped an **LLM-powered insight delivery system** for decision-makers, specifically for support use cases; designed the last mile delivery mechanisms (including critical alerts). This was adopted by notable listed clients and **drove renewal of licenses worth \$ 1.7 million annually**.

ASPIRE

CECIL, Singapore

Junior Product Manager

January, 2024

- Coordinated migration of 800+ Hong Kong clients from Nium-SG to DBS-HK, working with engineering and compliance teams to achieve <1.25% error rate and seamless transition, minimizing downtime for high-value accounts.
- Integrated QuickBooks Online and Xero APIs, automating expense/bank feeds for 1,000+ clients, reducing manual accounting time by 40% and improving customer satisfaction scores by 15%.
- Audited customer experience operations, proposed data-backed improvements to leadership, and implemented changes that cut operational costs by 10% within 3 months.

ACHIEVEMENTS

- Secured 1st place out of 300+ teams in a national level hackathon organized by IIT Dhanbad in partnership with Xiaomi - [Certificate](#)
- Selected as **Campus Ambassador for Swiggy** at IIT Dhanbad out of 2000+ applicants - [Offer Letter](#)
- Earned the “**Top Product Management Voice**” on LinkedIn for being one of the best contributors to LinkedIn articles
- Invited as a guest speaker by Udaan - IIT(ISM) to guide 1000+ students in the field of Product Management

PROJECTS

Revenue Attribution Engine | [GitHub](#)

- **Challenge:** Inaccurate revenue tracking in CX centres, where traditional models fail to capture multi-touch interactions due to fragmented CRM integrations, leading to poor incentive allocation. **TechStack - Go lang and React**
- **Solution:** Platform featuring AI-weighted attribution models, MMM for ROI optimization, with multi-tenant PostgreSQL support and 200+ API endpoints. Incorporated AI-powered fraud detection, cohort analysis, and seamless Ad/CRM integrations, tested on 300+ records across 40+ tables, for effective incentive allocation.

Corporate Wellbeing | [Github](#)

- **Challenge:** Solved the problem of rising employee burnout and low productivity in corporate settings, where manual wellness tracking lacks personalization and insights on health improvement. **TechStack - FastAPI, TypeScript**
- **Solution:** Platform offering personalized AI coaching, mood tracking, burnout assessments, and community challenges to proactively enhance mental health. Integrated AI-enhanced HR dashboards for organizational insights and therapy scheduling, with user-focused features via Radix UI and Recharts

HUSTLEHUB

Black Diamond Consulting - Co-Founder

- Co-founded a student led Venture Capital consulting firm that helped SMEs scale tech projects and raise pre-seed level of funding.
- Onboarded and executed 30+ projects, with key clients like Accenture Japan, Marico Ltd., HONOR and Pidilite. Generated a total revenue of 8.5k dollars within 6 months of operation, onboarding two angel investors