

# 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

*Bachelor of Technology*

DHANBAD, JHARKHAND

Graduated in June, 2025

## EXPERIENCE

### CONVIN

Associate Product Manager

BENGALURU, INDIA

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

Junior Product Manager

CECIL, Singapore

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