

## Professional Summary

Product Manager with 3+ years of experience driving B2B SaaS products in the sourcing and procurement domain. Skilled in managing end-to-end product lifecycles—from discovery and roadmap planning to execution and go-to-market. Experienced in building AI-driven and mobile solutions that streamline workflows, enhance decision-making, and improve adoption. Adept at translating business needs into scalable digital products through data-driven insights, agile execution, and cross-functional collaboration.

## Skills

- **Product Management:** Product Lifecycle Management, Backlog Prioritization, Roadmapping, Release Management, Product Discovery, Requirements Grooming
- **AI & Automation:** Generative AI (GenAI) Applications, Prompt Engineering, Agentic AI & Workflows
- **Analytics & Research:** Data Analysis, Product Metrics Tracking, Market & User Research, Experimentation, Problem Solving
- **Agile & Methodologies:** Agile, Scrum, Sprint Planning, User Story Writing, Jira, Documentation
- **Collaboration & Stakeholder Management:** Cross-Functional Leadership, Stakeholder Communication, Customer Engagement, Change Management
- **Design & Technology:** UX Alignment, Wireframing, Usability Testing, Customer-Centric Product Design

## Experience

### Zycus Infotech PVT LTD

Apr 2024 - Present

*Associate Product Manager Bangalore, India*

### Merlin Intake – AI-Powered Smart Procurement

- **Spearheaded AI-driven intake automation**, translating enterprise procurement workflows into GenAI agent prompts, enabling tailored automation and decision support resulting in **4% additional cost savings**.
- **Engineered key product features**, including mobile app access, collaborative intake platform, and user onboarding flows, streamlining procurement requests and approvals resulting in **80% reduced risk exposure**
- **Enabled early adoption** by onboarding 4 enterprise clients, delivering measurable ROI through a **70% reduction** in requisition cycle times.
- **Integrated Merlin Intake with MS Teams**, creating a single access point for business users, procurement teams, and suppliers, **increasing efficiency by 55%**.
- **Leveraged AI-generated insights** to enhance approvals, monitor spend, and improve compliance, early spend visibility, and faster resolution of procurement queries.

### ANA – Tail Spend Management

- **Owned AI-powered sourcing agents**, designing, deploying, and optimizing autonomous negotiation workflows that achieved **50% faster requisition-to-approval time** and **40% faster invoice processing** for tail spend management.
- **Validated and iteratively optimized** agent workflows through client feedback and testing, driving **82% improved user adoption**.
- **Integrated agent insights** into strategic sourcing, generating **potential savings of \$8.5–17.1M** for \$1B spend clients and enabling data-driven decision-making.
- **Collaborated** across engineering, design, QA, and customers to triage issues and enhance agentic workflows.

### iSource – Strategic Sourcing Platform

- **Directed end-to-end feature releases**, managing roadmap planning, design, user story writing, customer validations, grooming, release management, hypercare, and marketing. Delivered 25+ major features, hundreds of usability improvements, and 3 module overhauls.
- **Launched AI-driven GenAI applications**—ResponseAnalyzerPro, Autoscore Pro, Supplier Response Genie, and RFQ Genie—to automate supplier evaluations, streamline response handling, and enhance strategic sourcing decisions.
- **Improved customer satisfaction and NPS** by 30% over 6 months through structured issue tracking, hotspot analysis, and targeted usability fixes.
- Built **Direct Sourcing module** by defining new requirements, capturing market needs, enabling multi-supplier collaboration, and onboarding 3 enterprise clients.
- **Led cross-functional teams** of 17+ members including developers, QCs, and designers, ensuring 100% delivery of key releases.
- **Enhanced strategic sourcing capabilities** by implementing analytics-driven prioritization, automated workflows, and AI-assisted decision support, improving procurement efficiency and adoption across enterprise clients.

**iSource – Strategic Sourcing Platform & iManage - Project Management Platform**

- **Stabilized product operations** by addressing legacy release issues and reducing customer support tickets, improving platform reliability and enabling a consistent user experience.
- **Planned and executed tactical roadmap**: managed timelines, interdependent feature releases, change requests, documentation, demos, hypercare, and release communications.
- **Cultivated customer relationships** through regular feedback sessions, aligning roadmap execution with business needs and increasing engagement.
- **Optimized content delivery and change management**, streamlining release notes, updates, and communications, accelerating user adoption by 25%.

**Education**

**Narsee Monjee Institute of Management Studies, Mumbai**

*Master of Business Administration in Technology Management, Operations and Supply chain Management*

**2017 - 2022**  
(GPA: 3.48)

**Narsee Monjee Institute of Management Studies, Mumbai**

*Bachelor of Technology, Mechanical Engineering*

**Achievements**

- Recognized multiple times for outstanding contributions and delivering impactful results in key projects.
- Received Pre-Placement offer for full time role upon completion of Internship at Zycus Infotech Pvt Ltd.
- Top 5% of the Batch - Dean's/Meritorious Student's List.

**Leadership Experience**

**NMIMS**

- Associate Core, Protsahan 2020 (Annual Cultural Fest)
- Director, Narsee Monjee Model United Nations 2019