PAWAN DESHMUKH

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Experience

Sr Product Manager, Microsoft   Mar 2022 - Current

- Growth: Added +550K M365 seats by enhancing Sales Advisor, Microsoft's sales-recommendation engine for partner community, leading to **$60M in additional revenue**.
- Focus Strategy: Authored strategy paper proving **3× revenue potential** via "Large Partner" prioritization — influencing FY planning and redefining resource allocation for global partner teams
- Discoverability: Launched Top Opportunities & Custom Lists features increased **opportunity engagement by +30%** improving sales team visibility into high-value accounts.
- AI Innovation: Drove GPT-powered contextual self-help in Support Central leading to **$20 M bottom-line + top-line impact**.
- Performance: Rated "**Exceptional**" in FY25 annual performance cycle (Top 5 % performers globally)
- **Awards**: Microsoft Hackathon 2022 (CMD Award – Best Admin Painkiller) | Product Excellence Award (Automated Experiment Analysis).

AI & Innovation Projects

- PM-Newsletter-Agent: Built AI agent that compiles & sends stakeholder updates for Microsoft Hackathon 2025. Presented this in several internal PM forums.
- AI Learning: Completed Hugging Face AI Agents Fundamentals, Microsoft AI PM Learning Challenge, and Coursera Deep Learning Specialization.

Director, Product Management, TataCLiQ.com   Nov 2016 - Feb 2022

- Conceptualize and launch the "Automated Store Priority" feature, leading to a **15% increase in zonal and local order contributions** - patent filed
- Increased product availability by 20% by revamping the serviceability and inventory calculation logic resulting in **improvement of "add to cart" by 1%** (https://tinyurl.com/y7xs4dsx)
- Launched the "Estimated delivery date" feature to provide customers visibility on order arrival. Led a cross functional team to improve the **"accuracy" of feature from 25% (at launch) to 52%**
- B2B Growth: Launched **"Purchase with GSTIN"** product that added 60 crore INR ($8m) to annual revenues

Sr. Business Analyst, Geometric Ltd   Jan 2012 - Apr 2015

- Co-invented "Constrained Optimization of Bracket Placement Algorithm" that reduced design operators turnaround times by 70% (USPTO: US10098709B1)

Previous employments

Digital Marketing Manager, Novartis	Apr 2016 – Nov 2016
Sr. Software Engineer, Geometric Ltd	Sep 2007 – Dec 2011
Sr. Software Engineer, Wipro Technologies	Sep 2006 – Sep 2007
Software Engineer, VEM Technologies	Sep 2005 – Sep 2006

Education

PGP in Management –Indian School of Business, Hyderabad	Apr 2015 – Apr 2016
Bachelor of Technology- Computer Science, MGIT, Hyderabad	Sep 2001 – Apr 2005

About me

- High altitude trekker with multiple 15000ft treks successfully completed.
- PADI certified open water diver with 7 dives completed so far
- Things I enjoy: humor, sports, listening to podcasts and volunteering whenever I can