

Harshit Sharma

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SUMMARY

Product/Operations leader building B2B SaaS and analytics workflows. Experienced defining requirements, improving funnel activation via workflow mapping and experimentation, and scaling cross-functional execution. Focus: AI, RAG, ML.

EXPERIENCE

GE Vernova, Power Conversion & Storage — Chennai, India

Product Manager — Installed Base Lifecycle (B2B SaaS + Data Platform) | Apr 2022 – Jul 2025

- Drove +12% ARR and +500 bps margin uplift by defining scope, writing 30+ user stories, and shipping Salesforce-based upsell + analytics workflows.
- Improved activation 8% → 15% by mapping workflows, running 40+ customer interviews, and shipping targeted UX + workflow changes; instrumented funnel metrics.
- Defined GTM strategy for a \$50M product line (SWOT, personas, competitor analysis); influenced roadmap across Product/Marketing/UX/Sales.
- Owned product areas end-to-end (discovery → specs → prioritization → weekly shipping) for internal B2B SaaS + workflow tooling; aligned Product/Eng/UX/Sales on tradeoffs.
- Increased engineering throughput ~20% via PRDs, clear acceptance criteria, automation of delivery workflows, and backlog triage for platform tooling/infrastructure.
- Built installed-base capture workflows by integrating order booking data with ETL pipelines; automated discovery of new sales and surfaced service opportunities.

Global Systems Engineer | Jul 2020 – Apr 2022

- Led cross-functional teams (2–4) delivering customer onboarding and lifecycle operations for an in-house B2B SaaS platform.
- Earned 4x leadership awards for execution quality and stakeholder management.

PROJECTS

Agentic AI Interview Tool — UC Berkeley | 2025–2026

- Building an LLM-powered PM interview prep tool; JTBD-driven MVP scope, iterative experimentation, and measurable learning outcomes.

Sentinel (AgentOps) — agent reliability & evaluation platform | 2026

- Designed MVP strategy + prototype for multi-turn agent evaluation/regression; defined segments, TAM/SAM/SOM, and differentiation vs tracing tools; focused on measurable failure modes + CI/CD rollout.

EDUCATION

University of California, Berkeley — Berkeley, CA | MEng, IEOR (focus: Agentic AI) | May 2026

- Scholarships: MEng Department Scholarship; International House Room & Board. President, Product Management Club (programming + recruiting prep for 30+ students).

SRM Institute of Science and Technology — Chennai, India | BTech, Electrical & Electronics Engineering | May 2020

- Top 1% of class; first-author peer-reviewed publication (microgrids).

SKILLS

Product: PRDs/specs, requirements, roadmap, prioritization, discovery, stakeholder management, GTM | Program/Ops: cross-functional delivery, program management, operating cadence/OKRs, process improvement, workflow automation | Data/Tech: SQL, Python, APIs/integrations, analytics/instrumentation, AI/LLM (evaluation, retrieval) | Domain: Growth/marketing

AWARDS

JN Tata Endowment Scholar; K.C. Mahindra Scholar; 4x Leadership Awards (GE Vernova); GE India's Most Productive Engineer (Top 1%)