Jay Rangi

Product Manager

SUMMARY

- Data-driven Product Manager specializing in the development and scaling of Al-powered solutions, including predictive modeling, LLMs, classification, and NLP applications within SaaS and B2B PropTech.
- Expertise in translating complex business problems into actionable AI product strategies, defining technical requirements for ML models, driving roadmap execution, and measuring impact through data instrumentation and KPIs.
- Currently leading technical product management at Quara AI, developing sophisticated AI models (LLMs, predictive analytics) and optimizing in-product instrumentation to drive user engagement and business value in the Gulf market.
- Proven success in cross-functional collaboration with data science, engineering, and design teams using agile methodologies to deliver innovative AI solutions in AI, HR-tech, fintech, and PropTech domains.

WORK EXPERIENCE

Product Manager - AI, Quara Holdings ☑

08/2023 - 03/2025 | Gurgaon, India

- Spearheaded technical product management for an AI-powered B2B PropTech insights platform, defining requirements and driving development of predictive models (property valuation, rental trends, market demand) across the Gulf region, contributing to \$100K+ ARR.
- Developed and launched an LLM-powered natural language search feature, improving search relevance and enabling conversational queries, resulting in a 35% increase in search engagement and a 22% improvement in query-to-conversion rate.
- Designed and implemented a lead qualification tool using classification modeling, prioritizing high-potential leads and enhancing sales conversion rates by 25%.
- Led the creation and launch of an LLM-powered AI chatbot for lead nurturing, improving lead profile completion rates from 43% to 62% and increasing overall customer engagement by 18%.
- Benchmarked AI industry trends and integrated cutting-edge techniques (LLMs, NLP) to refine AI solutions and inform the Go-to-Market (GTM) strategy for AI-driven PropTech products.
- Collaborated closely with data scientists and engineers using Agile methodologies (Scrum/Kanban) to define model requirements, prioritize features, and ensure timely delivery of AI capabilities.

Associate Product Manager,

01/2022 - 08/2023 | Noida, India

foundit (Formerly Monster APAC & ME) □

- Defined product vision for AI-enhanced user onboarding and UX across nine markets, increasing profile completeness by 14% through personalized suggestions and intelligent defaults.
- Led agile product delivery for AI features, prioritizing model improvements and feature enhancements in the backlog, driving seamless execution with cross-functional AI/ML and engineering teams.
- Scaled an AI-enhanced Resume Builder using NLP techniques to 100,000+ monthly creations, leveraging data-driven insights and CRO for continuous optimization.
- Increased email campaign CTR from 3% to 15% by implementing AI-driven personalized segmentation and dynamic content recommendations.
- Implemented an AI-driven chatbot leveraging NLP for intent recognition, enhancing customer satisfaction, reducing support agent workload, and improving user engagement metrics.
- Established KPIs and performance tracking for AI features, driving continuous UX improvements informed by user behavior analytics and model performance data.

Associate Product Manager, Freecharge

- 02/2021 01/2022 | Gurgaon, India
- Owned product roadmap for digital payments features, leveraging data analytics to identify optimization opportunities, resulting in features generating ₹6,00,000 GMV monthly.
- Designed and initiated a "Kids Wallet" project with Axis Bank, requiring robust API integration and adherence to financial regulations.
- Automated merchant settlement reconciliation using rule-based systems and anomaly detection, improving accuracy and preventing potential financial loss cases through secure data pipelines.
- Reduced transaction costs via Merchant Discount Rate (MDR) optimization through data analysis and vendor negotiations.

Management Trainee - Product, People Group (Shaadi.com) ☑

06/2020 - 02/2021 | Mumbai, India

- Optimized matchmaking algorithms using collaborative filtering and behavioral insights, increasing successful matches by 20% and reducing churn by 15% through refined segmentation and personalization.
- Built a predictive model (classification) to forecast CRM ticket likelihood and categorize topics with 76% accuracy, reducing response time by 15% and improving support efficiency.
- Resolved logical issues with VIP relationship management features, enhancing premium user engagement through AI-driven match personalization recommendations.

MBA Internship, Lenskart ≥

04/2019 - 05/2019 | Faridabad, India

• Analyzed sales data and inventory metrics to optimize stock levels for John Jacobs Sunglasses, increasing sales by 25%.

Software Engineering Internship, *Petrofac* □

01/2017 - 07/2017 | Gurgaon, India

• Developed and documented a module for a Remote Monitoring System (RMON), focusing on real-time data analytics.

EDUCATION

MBA - Marketing/IT Analytics, IMT Ghaziabad ☑

2018 – 2020 | Ghaziabad, India

B.Tech - Computer Science, *Manipal University Jaipur* ☑

2013 - 2017 | Jaipur, India

SKILLS & INTERESTS

- AI & Data Science: Machine Learning (Prediction, Classification, NLP, Forecasting, Clustering, Recommendation Systems), Generative AI (LLMs, AI-powered Chatbots), Data Instrumentation & Analytics, Model Evaluation Metrics, A/B Testing for AI Features, Feature Engineering Concepts, Python, SQL.
- **Product Management**: AI Product Strategy & Vision, Technical Product Management, Roadmap & Backlog Management, Agile (Scrum & Kanban), Go-to-Market (GTM) for AI Products, Cross-Functional Collaboration (Data Science, Engg), Stakeholder Management, Data-Driven Decisions, Experimentation.
- **Technical Skills**: Power BI, Tableau, Mixpanel, CleverTap, Adobe Analytics, Optimizely, Figma, JIRA, API Integrations, Microservices Architecture Understanding.
- **Industry Expertise**: AI & SaaS Platforms, B2B PropTech, HR Tech, Fintech, E-commerce, Cloud Computing (AWS, GCP concepts).