KANISHKA V. NAMDEO

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SUMMARY

Experienced product manager with 9+ years in application development and product strategy, driving revenue growth and user adoption. Proven track record in leading cross-functional teams to build scalable solutions across mobility, logistics, and SaaS domains.

WORK EXPERIENCE

Senior Product Manager | Cognium, Dubai   July 2025 - Present

Cognium is building AI-native workflow optimization software for private banking and wealth management firms.

AI Product Strategy and MVP Execution

- Spearheaded the 0-to-1 product strategy by conducting 20+ user interviews, identifying critical industry pain points and translated insights into PRDs and wireframes.
- Defined the MVP scope and architected the foundational LLM-agent framework to deliver core features like AI-driven investment suggestions and automated portfolio rebalancing, enabling personalized, hyper-contextualized client engagement at scale
- Drove early market validation by securing the commitment of the first beta customer prior to prototype completion, ensuring immediate feedback upon launch.
- Built foundational engineering team, hiring an initial team of 4 to run technical experiments and execution of the product roadmap.

Product Consultant | Flipr Innovation Labs   October 2024 - January 2025

Flipr Innovation Labs specializes in tailored software development for e-commerce and logistics companies.

MVP Execution and Cost Optimization

- Scoped core functionalities (automated tagging, retrieval, storage optimization) and ensured smooth MVP deployment with client's operations.
- Integrated with OMS and support tools for seamless dispute resolution; Optimized storage efficiency (compression, archival) to reduce cloud costs while designing for high-volume processing (~50K daily orders).

Senior Product Manager | MoveInSync   April 2022 - September 2024

MoveInSync is the world's largest transport-as-a-service provider for enterprises, simplifying employee commute and business travel management.

Product Strategy and Revenue Growth

- Defined the product vision and roadmap aligned with business goals, driving an 10x ARR increase and 15x growth in product usage.
- Collaborated with sales and leadership to prioritize features and drive adoption across 15+ enterprise clients and 45,000+ monthly active users.
- Expanded the product's geographical footprint to 50+ new locations in India, the Philippines, and South Africa through market entry strategies.

Product Adoption and Cross-functional Collaboration

- Identified customer pain points and problems, augmented mobile app experience; drove app adoption by 20%.
- Enhanced international user experience; introduced support for VoIP calling and user self-onboarding. Feature adopted by over 70% active users.
- Collaborated with 3+ teams to roll out digital invoicing and taxation module, added support for external ERP integration, significantly improving product traction whilst adding 6+ clients in the upsell pipeline.
- Formulated general-purpose APIs; enabled cohesive system integration with 5+ fleet providers controlling 75% of vehicles. Boosted product adoption by reduced implementation time by 20%.
- Rolled out company's first user payment integration with Razorpay, collaborated with 4+ teams, facilitating payments to 7+ vendor partners.

Sprint Management and Voice of Customer

- Managed 8-person sprint, incorporated Scrum methodologies, enhanced task prioritization, supervised grooming to developers, productivity increased by 2x.
- Formulated 20+ Product Requirement Documents, incorporated proper UI/UX and system design flows, aligned internal stakeholders, ensured prompt delivery.
- Reinforced on client feedback to lead a 4-person team to hasten issue resolutions, conduct POCs & aide implementation effort, reduced support ticket count by 15%.

Software Team Lead | TekIP Knowledge Consulting   December 2020 - April 2022

TekIP is a patent consulting firm specializing in SaaS solutions for IP search, analysis, and portfolio management.

Development and Project Management

- Managed 5 enterprise projects, led an Agile team of 6 developers, ensuring timely delivery of 30+ features.
- Launched Natural Language Processing MVP, leveraged LLM (large-scale language models), conducted market research, increased patent analysis and productivity by 10X.

Upsell and Innovation Management

- Collaborated with business development team to pitch to potential customers; added 2 projects to the business.
- Pitched and presented development strategies for new product verticals to C-Suite; led to budget allocation for stealth MVP.

Intugine Technologies | Technical Consultant   February 2020 - December 2020

Intugine is a leading SaaS platform specializing in logistics and supply chain visibility solutions.

Product Consulting

- Initiated development for In-plant tracking system with a team of hardware and software engineers, oversaw UX design, system design and on-ground hardware testing. Product now part of company offering.

Co-Founding member and CTO | Sagar Defence Engineering   June 2016 - February 2020

Sagar Defence develops unmanned aerial and maritime solutions for several defence and paramilitary agencies.

Fund Raising, Strategy and Product Marketing

- Displayed product capabilities at investor forums and press events, company raised $2M from ONGC.
- Established timelines and budgets for the UAV (Unmanned Aerial Vehicle) product line, filled RFPs for contracts; bagged 5+ contracts from government agencies.
- Led software team recruitment, achieving a 200% growth in R&D headcount from 2016 to 2019.
- Leverage LinkedIn and Facebook for product marketing; created posts and videos, managed leads, and interactions.

Product Development

- Spearheaded 3-member team to develop UAV (drone) control software and target tracking module, engendered cost savings of 15% per drone sold.
- Sole development contributor to a proprietary drone swarm algorithm for product suite.

KEY ACHIEVEMENTS

- During my time as a senior product manager at MoveInSync the product achieved
  - 10X increase in ARR, unique user base growth by 40,000+
  - Operational expansion in 50+ new locations across multiple geographies
- As a co-founding member at Sagar Defence my role was instrumental in
  - Extensive tech presentations to investors and stakeholders; company secured a $2M investment from ONGC and several grants.
  - Product development and positioning; proprietary technology developed helped save 15% overall product cost.
- At TekIP, I was a key contributor in launching an NLP based MVP eventually positioned as a startup; solution reduced patent analysis times by over 10x.

EDUCATION AND CERTIFICATIONS

Certified Scrum Product Owner (CSPO®) | Credential ID-001703779   November 2024

Bachelor of Engineering in Mechanical Engineering | UIT-RGPV   June 2015