Kapil Bahadur

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PROFILE SUMMARY

Product Manager with 10 years in B2B SaaS and Marketplace products. Drove 31% ARR growth at Guidewire building self-service platform to boost infra usage. Led cross-functional initiatives across design, engineering, and go-to-market teams. Leveraging AI for spec development, competitor & market research.

EXPERIENCE

Product Manager - Cloud Data Platform (CDP)
Guidewire Software — April 2024 – Present — *Bengaluru, IN*

- Launched infra self-serve platform, reducing onboarding friction and enabling incremental **$5Mn ARR** revenue
- Defined strategy and roadmap for enterprise customers to reduce infra provisioning time from 7 days to 2 minutes
- Built 0 → 1 for Data Federation serving 140K query hours annually scanning 10PB data unlocking $1.2M ARR
- Setup AI agents for competitive gap analysis and feature benchmarking, reducing roadmap blindspots by 40%

Product Manager - Supply Chain Product & Technology
TATA CliQ (TATA Digital) — November 2021 – May 2024 — *Mumbai, IN*

- **Hired & led team of 4 PMs**; with clearly defined ownership, quarterly goals, and roadmap accountability.
- Aligned SCM and Category leaders on a **12-month roadmap** by driving tradeoffs across supply chain domains
- Redesigned Inventory (IMS) data model to launch Beauty, generating incremental **1.75 Cr GMV** in first quarter
- Reduced order cancellations by **7.5% p.a** by introducing cross-channel Product Replacement flows (Web & Mobile)

Product Manager - Data Connectors & Integrations
Hevo Data Inc. — June 2020 – Sep 2021 — *Bengaluru, IN*

- Reported to the CTO while managing 2 PMs and influencing bi-weekly delivery with an 18-member engineering team
- Re-positioned HEVO from 'Dev only' to 'SaaS friendly' platform, increasing subscriber base by ˜**45%** (FY21)
- Led E2E launch of 32 SaaS Connectors, driving **200%** growth in Trial Activation (FY21)

Product Manager - Supply Chain Technology
Fynd (acq. by Reliance Jio) — August 2018 – May 2020 — *Mumbai, IN*

- Reported to Co-founder; managed 4 APMs while influencing delivery with a 35-member engineering team
- Launched a B2B Retail OMS processing 2Mn orders annually, improving packing efficiency by **40%**
- Cut Payment Gateway cost by **15%** (FY19) by driving UPI adoption for low/mid value carts

Data Scientist - Analytics Platform
Limetray — July 2015 – July 2018 — *New Delhi, IN*

- Transitioned from Sales to Analytics; built Analytics Platform from scratch using R & Shiny in a 2-member team
- Managed ETL pipelines, setup product data logging using Segment, and built self-service data access for peers

EDUCATION

Delhi University
Bachelor of Commerce, with Honors — New Delhi, India — *July 2012 – June 2015*

The Mother International School
Higher Education, CBSE Board — New Delhi, India — *April 2010 – May 2012*

SKILLS

- **Growth:** Revenue modeling & pricing strategy | Activation funnels | Onboarding experiments using Pendo
- **Analytics:** Big data analytics using R and SQL | Tools: Pendo, Fullstory, Tableau, Looker, Kibana,
- **Other:** AI mockups (Figma make), Agentic automation (Glean/Gemini), Product Newsletters (Canva)