

# NAVNEET ANAND SAH

AI | SAAS | Solar | Product

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Product leader at the intersection of SaaS, AI, and clean energy, driving scalable products from concept to \$1M+ ARR across global markets. As Head of Product at Arka Energy, I've led the growth of our solar design SaaS platform from inception to international expansion. With roots in software engineering and two WIPO patents in solar innovation, I specialize in turning deep tech into user-centric, high-impact products that accelerate the clean energy transition.

## CORE SKILLS

Product Strategy, SaaS Growth, Web & Mobile Delivery, UI/UX Design, Agile Execution, Team Leadership, Go-to-Market, Roadmapping, Data Analytics, Python & Django, AWS, Microservices, ML/ AI

## PROFESSIONAL EXPERIENCE

### Arka Energy Pvt Ltd (Blr, India/ CA, USA)

Head of Product

[Jan 2024 – Current]

- Led UI/UX redesign for solar SaaS platform; gathered feedback from 50+ users; delivered 5 feature releases annually.
- Launched mobile/web adaptation for the US market; boosted onboarding by 100% and reduced churn rate from 30% to 10%.
- Scaled SaaS platform to \$1M+ ARR and secured market leadership.
- Built and managed a 8-member cross-functional product team across Engineering, Sales, and Marketing.
- Ran requirements workshops and documented business needs, enabling 3 product launches on schedule.
- Established KPIs and drove product development for global expansion.

### Lead Product Manager

[Dec 2022 – Dec 2023]

- Launched flagship SaaS tool in the US market. User adoption started in 6 months.
- Directed agile sprints across 3 regions(India, US and SEA). Reduced time-to-market by 9 weeks.
- Coordinated teams, lifted NPS to 8.5
- Implemented process-driven releases. Accelerated cycle from 12 weeks to 8 weeks.

## The Solar Labs (Delhi, India)

Senior Product Manager

[Jan 2022 – Nov 2022]

- Developed roadmap. Led launch of web platform features. Increased global market reach.
- Ran user research in 5 countries. Boosted market penetration.
- Built KPI-driven development loops.
- Standardized documentation and prioritization. Reduced missed releases.

## Head of Engineering

[Jan 2021 – Dec 2021]

- Led microservices architecture design and GPU integration, delivering 3x performance boost; deployed on AWS, Docker, and Kubernetes.
- Redesigned core data pipeline with ETL jobs in Python; improved uptime to 99.95%.
- Cut server costs by 70% through cloud optimization and auto-scaling implementation.
- Instituted automated testing and CI/CD pipelines, reducing deployment errors.

## Senior Software Engineer

[Jan 2021 – Jun 2021]

- Shipped mobile/web modules in Django and React, resulting in 50% faster response times and improved app reliability.
- Delivered client feedback-driven features; implemented new authentication and reporting modules.
- Automated daily analytics reports; improved operations efficiency.

## Software Engineer

[Jun 2020 – Dec 2020]

- Built core web features using Flask and Bootstrap; added 300 new users with onboarding flows and payment integration.
- Deployed real-time analytics pipelines in SQL and Python; improved decision-making for operations and product.
- Structured REST APIs for third-party integrations, enabling scalable growth.

## EDUCATION

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B.Tech, Electronics & Communication Engineering

[2020]

IIT-D, Delhi, India

## PATENTS

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- **System and Method for Irradiance Estimation on Solar Panels** – WIPO, Jun 2023
- **System and Method for Pitched Roof Design Automation** – WIPO, Jun 2023

## PUBLICATIONS

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- "Experimental Results for Energy Harvesting Using TEG" - IEEE ICC Workshop 2020

## PROJECTS

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- **Neural Network Visualizer Web App** – Built Flask/Streamlit tool to visualize neural networks.
- **Human & Weapon Detection** – Created YOLOv3 security computer vision system.