

Parth Dogra

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Innovative Product Manager with 6+ years of experience driving AI and ML product development, scaling distributed platforms, and deploying enterprise SaaS solutions. Proven track record in leading AI model lifecycle management, optimizing distributed microservices, and collaborating with hardware vendors to enhance AI inferencing across cloud, mobile, and IoT environments. Adept at orchestrating GTM strategies, driving \$100M+ in revenue impact, and contributing to open-source AI communities. Passionate about advancing AI deployment across diverse platforms, ensuring scalability, performance, and operational efficiency for mission-critical applications globally.

Experience

Discover Financial Services

Feb 2025 – Present

Product – Digital Wallets

Owns digital wallet provisioning ecosystem and backend platform services for consumer payments.

- Integrated Paze digital wallet within the Discover app, enabling secure, seamless push provisioning from the cardholder experience and driving \$25M in incremental quarterly sales and brand engagement uplift.
- Implemented token orchestration capabilities across Discover network, reducing token refresh failures by 30% while improving approval rates and increasing transaction success to 98% digital wallet channels.
- Launched a new digital wallet partner, expanding Discover's footprint across PayPal, Amazon, Apple Pay, and Google Pay ecosystems, increasing cardholder-driven annual sales volume by \$200M and deepening retention.
- Deployed advanced AI-driven fraud rules across wallet provisioning, reducing fraud by 20% and saving \$40K per month by improving real-time detection accuracy and minimizing false positives across journeys.
- Led redesign of backend wallet provisioning architecture, enhancing scalability, reducing API latency by 25%, and boosting developer velocity across multiple cross-functional engineering teams to accelerate integrations.
- Integrated Discover's Flex Authorization with wallet provisioning flows, strengthening adaptive risk scoring and dynamic fraud controls, reducing fraud losses by 25% and achieving operational savings of \$200K monthly.

Built Technologies

Dec 2021 – Jan 2025

Product Manager II, Lenders

Owned B2C marketplace and B2B commercial real estate product lines for construction FinTech, covering \$25M in ARR.

- Launched SaaS platform (CRE 2.0) for real estate lenders, targeting 5% market share and \$50M annual revenue by automating construction loan management and streamlining critical workflows.
- Built a collaborative marketplace enabling seamless loan management, increasing platform engagement by 25%, reducing churn by 10%, and optimizing communication with external construction stakeholders.
- Integrated AI analytics into operational workflows, boosting efficiency by 25%, accelerating model training, automating decisions, and enhancing stakeholder insights for scalable enterprise SaaS platforms.
- Implemented global traffic routing, scaling SaaS platforms to handle 50M+ daily requests, reducing latency by 30%, and ensuring 99.99% uptime through distributed multi-region deployments.
- Built AI-driven automation pipelines, reducing manual processes by 40% and enabling real-time operational insights, improving workflow orchestration across diverse enterprise SaaS environments.
- Deployed advanced AI/ML models for document indexing, increasing inference speed by 30%, reducing latency, and enhancing real-time analytics for distributed platforms and critical workloads.

Product Manager

Led logistics management software for international shipments at data-driven logistics company, covering \$5M in ARR.

- Launched AI-driven shipment tracking, reducing operational cost of customers by 60% and boosting ARR by 20% through predictive logistics insights for global enterprise clients.
- Automated RFP evaluation using AI NLP models, cutting procurement cycles by 80% and reducing document errors by 20%, enhancing accuracy and scalability across logistics operations.
- Integrated CDN with AI caching, reducing load times by 25% and bandwidth costs by 15%, improving international content delivery through optimized traffic distribution and caching efficiency.
- Deployed AI-powered load balancing, optimizing traffic distribution by 25%, increasing system scalability, and minimizing disruptions across multi-region cloud environments to support millions of users globally.
- Built AI-based notification systems improving SLA compliance by 25%, ensuring cross-channel communication across 45+ integrations, increasing client retention through proactive alerts and operational visibility.
- Defined GTM strategies securing \$6M in contracts, reducing onboarding by 30%, and accelerating SaaS adoption by highlighting AI-driven automation, predictive analytics, and workflow efficiencies for enterprises.
- Developed interactive AI reporting dashboards, enhancing decision efficiency by 20%, improving visibility, and increasing satisfaction by 15% through predictive insights and aggregated logistics data analysis.

Cisco

Jun 2018 – Aug 2019

Associate Product Manager, IMIImobile R&D Incubation Lab

Launched new features for self-serve chatbot, growing overall sales of IMIbot by 8%.

- Executed GTM strategies for IMIbot, generating \$1M revenue in APAC, increasing sales by 8%, and driving chatbot adoption across SME and enterprise markets in emerging regions successfully.
- Developed targeted B2B strategies, boosting inbound leads by 15%, securing \$2M in enterprise deals, and expanding presence across Middle East logistics markets through scalable product solutions.
- Optimized distributed microservices architecture, decreasing downtime by 40%, scaling services across five regions, and improving redundancy and fault tolerance for high-availability mission-critical applications globally.
- Deployed AI-driven pre-sales workflows, enhancing SME engagement by 25%, enabling intelligent lead scoring, and boosting pipeline efficiency by accelerating deal flow across multiple international markets effectively.

Education**Birla Institute of Technology and Science**

Master of Science, Economics

UC Berkeley Executive Education

Berkeley Fintech: Frameworks, Applications, and Strategies, 2023

MIT Executive Education

Designing and building AI products and services, 2024

Scrum Alliance

Certified Scrum Product Owner (CSPO)

Authorized to work for any employer without sponsorship