Rahil Khan — TECHNICAL PRODUCT MANAGER (LIFE SCIENCES, R&D)

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SUMMARY

Technical Product Manager with 5+ years of experience delivering AI clinical applications and data products from concept to scale. Adept at defining product vision, stakeholder management, leading cross-functional teams, and translating complex requirements into measurable business outcomes - including $1M+ annual cost savings and double-digit growth in adoption metrics. Skilled at end-to-end product development and client facing roles, with deep expertise in clinical trials and data driven decision-making.

SKILLS

Product Management: Product Discovery (0-1), Scaling & Growth (1-100), Agile Scrum, PRDs, Sprint Planning, Roadmap Strategy, Stakeholder Management, OKR/KPI Definition, Backlog Prioritization (RICE, MoSCoW), A/B Testing, Release Management
Data & AI: Python, GenAI, SQL, FastAPI, Streamlit, PySpark, ETL, Knowledge Graphs, Prompt Engineering, RAG, Data Modeling
Cloud & Tools: AWS, Databricks, Delta Lake, PostgreSQL, Git, Bitbucket, Jira, Confluence, Miro, Figma
Domains: Pharma, R&D, Clinical Trials, Electronic Health Records (EHR)

WORK EXPERIENCE

TECHNICAL PRODUCT MANAGER *(OFFICIAL: BUSINESS TECHNOLOGY CONSULTANT)* | **ZS Associates** | Gurugram   **July 2024 – present**
Product: Inclusion/Exclusion Criteria Optimizer
- Owned and executed a **2+ year product roadmap from PoC to full-scale production**, partnering with client stakeholders, regulatory and IT teams to align features with priorities and integrate with client's App Suite & DevOps pipeline.
- Delivered business impact: **12% increase in eligible patient pool** for one of the major trials and a **50% reduction in manual protocol review time** across 100+ protocols. Won the client's **Most Innovative Project Award**.
- Led a **cross-functional team of 8** (frontend, UI/UX, backend, API, DevOps) using Agile best practices; ensuring timely and high-quality delivery through clear communication with clients/stakeholders.

Initiative: Platform Cost and Performance Evaluation
- Collaborated with client leadership and IT engineers to conduct an enterprise-wide Clinical Data Review platform evaluation, shaping Databricks architecture recommendations with **potential savings of $1M+ annually**.

ASSOCIATE PRODUCT MANAGER *(OFFICIAL: BUSINESS TECHNOLOGY ASSOCIATE CONSULTANT)* | **ZS Associates**   **July 2022 – June 2024**
Product: Competitive Intelligence Chatbot
- Partnered with **C-suite stakeholders** to design and implement a Knowledge Graph powered chatbot integrating 3 global trial data sources (Citeline, CT.gov, Clarivate), enabling oncology portfolio reports influencing executive-level **strategic investments**.
- Designed a **real-time clinical trials alert system** integrated with **hybrid vector + KG search**, reducing clinical trial update detection time from days to **under 30 minutes**.

Initiative: Mid-Sized Pharma Product Launch
- Built Snowflake ETL pipelines for a mid-sized pharma product launch, implementing SCD logic and data modeling. **Enabled 10+ real-time market access reports** in the first month, ensuring **100% on-time launch analytics**.

BUSINESS TECHNOLOGY SOLUTIONS ASSOCIATE | **ZS Associates** | Gurugram   **July 2020 – June 2022**
Project: Specialty Pharmacy Data Management
- Engineered and maintained large-scale ETL pipelines for Specialty Pharmacy data and automated a data feedback tracker using Python, SQL, and Excel, cutting manual operational workload by **15+ hours weekly** and improving **reporting turnaround by 40%**.
- Progressed from Intern to leading a team of 2-3 associates delivering high-value contracts involving **20+ external data vendors**.

LEADERSHIP INITIATIVES

- GenAI Advocate & Facilitator: Led learning sessions for 50+ colleagues, introducing GenAI frameworks, model selection strategies, and practical use cases, accelerating AI adoption across client projects.

EDUCATION

BACHELOR OF TECHNOLOGY IN COMPUTER SCIENCE | SRM Institute of Science & Technology | 84%   July 2016 – June 2020

PUBLICATIONS

Crop Yield Prediction using Gradient Boosting Regression (Principal Author)
Journal: International Journal of Innovative Technology and Exploring Engineering (IJITEE)