

# Sahaib Singh

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## Profile

Tech-savvy product leader with over 8 years of experience driving solutions at the intersection of product management, design, and systems. Delivered SaaS tools with 85% adoption, reduced response times by 30%, and built logistics platforms like Portsindex. Passionate about solving customer problems, streamlining operations, and launching impactful products using Agile methodologies, SQL, AWS, and UI/UX expertise.

## Skills

Skilled in following areas and tools over the span of 8+ years.

- Product Management: Roadmapping, Agile workflows, customer-first development, stakeholder alignment
- Technical: SQL, MongoDB, Mixpanel, AWS (EC2, S3), Vercel, Zoho Desk, Freshdesk
- Design: Figma, Adobe Suite, UI/UX prototyping, visual identity creation
- Leadership: Cross-functional team coordination, crisis management, data-driven decision-making
- Tools: Google Looker Studio, Jira, Trello, Confluence

## Experience

### **Freightify Solutions India PVT. LTD.**

*Product Management (Promoted Nov 2023) Nov 2021 – Present*

*Promoted from Solutions Engineer, Nov 2023*

- Spearheaded product strategy for Freightify's SaaS platform, focusing on rate procurement, quotation automation, and track-and-trace solutions, resolving 50+ monthly customer issues with 24-hour turnaround, achieving 98% client satisfaction.
- Led development of internal tools, automating crisis workflows within Freightify's rate management system, saving 10+ hours weekly and enabling real-time rate updates for 200+ freight forwarders.
- Built Mixpanel/SQL-driven dashboards to track KPIs across Freightify's digital storefront and analytics tools, reducing quotation response times by 30% and informing data-driven roadmap decisions.
- Designed AWS-powered reporting tools using Google Looker Studio, integrated with Freightify's API-driven rate procurement, improving operational accuracy by 20% and enhancing visibility for customers.
- Collaborated with engineering and design to prototype numerous features, including automated margin rules and real-time vessel tracking, boosting user engagement by 15% and aligning with market trends.
- Streamlined Agile processes, cutting feature delivery time by 25% through effective backlog prioritization and cross-functional alignment with Freightify's global teams in Singapore, Chennai, and Copenhagen.

## **Commute: Next Gen Smart Mobility**

*Product Development Lead | Sep 2016 – Sep 2021*

- Led product lifecycle for 3 SaaS tools, achieving 85% user adoption within 6 months and transforming logistics workflows.
- Defined UI/UX requirements using Figma, designing visual identity and logo, boosting engagement by 40% year-over-year.
- Managed IT operations and product delivery for 15+ client projects, overseeing \$500K+ in assets with zero downtime.
- Conducted user research and iterated features, ensuring alignment with customer pain points and strategic goals.
- Streamlined Agile processes, reducing time-to-market by 25% through effective backlog prioritization.

## **Freelance Product Consultant, Remote**

*Product Specialist | 2021 – Present*

- Launched Portsindex and Polirizer (logistics and productivity tools), achieving 85% adoption among target users.
- Delivered 20+ brand assets (logos, infographics) for Crayons Communications, enhancing client product launches.
- Advised startups on product roadmaps, leveraging SQL and AWS to build scalable, user-focused solutions.
- Developed prototypes for 3+ tools using Figma, accelerating client feedback loops and feature validation.

## **Education**

**B.Sc. Computer Science** | Mumbai University (2015-2017)

**Distance Education** | Expected Graduation: 2025

- Supplemented with 8+ years of hands-on experience in product management and technology.

## **Projects**

- **Portsindex:** Built logistics tool streamlining port data access, live at [work.sahaibsingh.com].
- **Polirizer:** Developed Chrome extension for productivity, adopted by 500+ users.
- **IPindex & DNS-index:** Created crisis-management tools, saving 10+ hours weekly at Freightify.
- **Potion Path:** Work-in-progress SaaS tool for workflow automation (see portfolio).
- **Serenity Health AI:** Judgement-Free AI assisted Mental Wellness companion.