# Sai Ashish Palai

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**LinkedIn** | **Github**

## EDUCATION

**CHANDIGARH UNIVERSITY**                                                                              **CHANDIGARH, INDIA**

*Bachelor of Technology, Computer Science & Engineering*                                      **June, 2018 - June, 2022**

## EXPERIENCE

**CONVIN**                                                                                              **BENGALURU, INDIA**

Associate Product Manager                                                                          **Aug, 2024-Present**

- Owned end-to-end development of Convin.ai's flagship **Auto QA** from client **problem discovery** to **solution design**, **agile delivery**, and **feedback-driven iterations** driving adoption gains that positioned Convin among **India's Top 6 Startups** (**2025**) by **Linkedin**.
- Restructured **Auto QA** from Python to a **scalable no-code node based product** (Rule Engine), cutting **GTM** time by 48% and boosting **adoption** by 60%; product now powers growth for **80**+ enterprise clients and underpins scale toward **$22M**+ ARR.
- Built automations using **n8n** to resolve recurring support issues; conducted RCA and reduced **incoming support tickets by 40%**, improving **product stability** and boosting **CSAT**.

**PUBLICIS SAPIENT**                                                                                   **BENGALURU, INDIA**

Product Engineer L1                                                                                 **JAN 2022 – AUG 2024**

- Built and maintained internal **React** project for 1 year; later led Accessibility team as **Scrum Master**, driving Agile delivery to achieve **95%** WCAG **Level AA compliance**.
- **Junior Product Owner** for **Stellantis** Free2Move; coordinated **B2C** web app design with **Accenture** and ensured on-time delivery for high end European EV customers.

## PROJECTS & INTERNSHIPS

**Haven7** | *Github* | *Project*                                                                  **Sep 2025 - Present**

- Built an AI-native productivity platform for PMs from scratch. Architected and implemented: **AI Search** (semantic search with vector embeddings across Slack/Drive/Notion), **PRD Studio** (structured requirement generation), and Spec Vision (multimodal **wireframe-to-spec conversion**) end to end. Currently shipping **autonomous PM Agent**.
- Executed market research, technical implementation & content marketing. Scaled from 0→80 MAU in a month through rigorous customer discovery via PM interviews and creating product demos using Runway AI and Nanobanana.

**7krineto (Internship)** | *Articles*                                                             **July 2020**

- Authored **200**+ **articles** on Web3, Tech, and Geopolitics, focussing on keyword research, improving CTR by 4%.
- Drove 3x organic traffic growth by creating data-driven content strategies and executing high-impact SEO campaigns.

## TECHNOLOGY & TOOLS

- **TECHNOLOGY:** CSS, HTML, JavaScript, React.js, Node.js, Express.js, SQL, PostgreSQL, TypeScript, Python, pgvector, OpenAI API (GPT-4, GPT-4 Vision, text-embedding-3-small), OAuth 2.0, REST APIs
- **TOOLS:** Git, GitHub, Supabase, Cursor, Postman, Figma, Whimsical, Jira, Confluence, Retool, n8n, PostHog, Tableau, Apache Superset, Runway AI, Nanobanana, Google Drive API, Slack API, Notion API, Vercel, Render, Lovable, G-suite, Clueso

## CERTIFICATIONS

**Nextleap -** *Certificate*                                                                        **Sep 2024**
**Product Management Fellowship**

- Completed a 16-week intensive program focused on product strategy, roadmapping, stakeholder management, and case study execution.

**IIT Kanpur -** *Certificate*                                                                      **July 2020**
**Full Stack Development Summer Training**

- Completed a 8 weeks certified training in Full Stack Development; ranked in the top 10% of the cohort.

## POSITION OF RESPONSIBILITY

**Zarliss | Co-Founder**

Co-founded a drop-servicing startup delivering projects for clients in India and the UK. Oversaw the end-to-end product lifecycle from design finalization to app delivery, ensuring quality and timely execution.