Sanyam Singhal

Associate Product Manager

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💼 WORK EXPERIENCE

Picarro, Inc

Associate Product Manager — Oct 2023 – present | Bengaluru

- Spearheaded the product strategy and execution of a **real-time gas leak detection app** integrated with Picarro's instruments, enabling vehicle-based monitoring across 1,000+ acres, generating **$5M** in revenue
- Conducted **15+ user interviews** to gather detailed requirements, understand pain points, and design tailored product features
- Designed **10+ wireframes** and **prototypes** in **Figma**, ensuring alignment with client expectations
- Drafted detailed **PRDs** and **user stories**, facilitating seamless execution by the engineering and QA teams, delivering the solution within 6 months, meeting 100% of functional requirements
- Conducted **10+ client walk-through sessions** post-launch, ensuring smooth product adoption and reducing reliance on customer support
- Improved usability by driving UI/UX enhancements, delivering better customer experience and improving **CSAT score to 99%**

Product Engineer — Mar 2022 – Oct 2023 | Bengaluru

- **Designed** and **developed** a fenceline monitoring system application, enabling **real-time visualization** of harmful gas emissions across industrial perimeters spanning 5+ kms
- Created intuitive wireframes & interactive prototypes to visualize key features and workflows for the application
- Designed and formalized **API contracts** to optimize **hardware-software interaction**, improving system reliability and integration efficiency.
- Engineered the **front-end application** from scratch using modern **React frameworks**, delivering a **fully functional prototype in 90 days** and securing a **95% usability rating** from clients.
- Scaled app adoption from **1 to 5 enterprise clients** in six months by collaborating **cross-functionally** with PMs, sales, and customer success teams to tailor solutions to client needs —contributing to an **ARR of $50M+**

Union Bank of Switzerland — Aug 2020 – Mar 2022 | Pune

Analyst

- Streamlined **10** critical business processes by designing and implementing automation solutions, reducing manual effort, saving **400+** man-hours monthly and reducing errors in manual processes by **25%**
- **Designed** and **developed** an internal tool to track & trigger the automated process, allowing users to monitor successful and failed runs, **reducing troubleshooting time** by **10%**, further enhancing team productivity

GE Transportation — Jan 2020 – Jul 2020 | Bengaluru

Analytics Intern

- Built and deployed **2 Power BI** dashboards powered by **ETL** processes from **MySQL Server**, optimizing decision-making and action planning for locomotive servicing
- Reduced average servicing time for locomotives by **20%**, achieving faster turnaround times for maintenance tasks, through **actionable insights** derived from the dashboards

📁 PRODUCT PORTFOLIO

YouTube Smart Insights Web App ⧉

- Designed and built a **GenAI-powered web app** using **Replit**, **Claude Artifacts**, and **OpenAI APIs** to distill hours of YouTube content into **quick, structured insights** - delivering crisp summaries, key takeaways, and enhanced transcripts so users can learn faster and smarter. Within 4 hours of launch, **100+ users** explored the platform, validating its strong demand

Myntra Rentals – Fashion, Minus Waste ⧉

- Conceptualized and designed a **rental-first model** for occasion wear on Myntra, enabling users to **rent premium outfits instead of purchasing**, reducing fast fashion waste. Conducted **user research, market analysis, and business modeling** to validate demand and drive adoption

🎓 ACADEMICS & COURSES

NextLeap — Oct 2024 – Dec 2024 | Remote

Product Management Fellowship | Top Fellow (5/600)

Manipal Institute of Technology — Aug 2016 – Aug 2020 | Manipal

Bachelor of Technology - Computer Science | CGPA - 8.5/10