

Ufaq Wani

Senior PM - AI SaaS Platforms / Shipped \$480K ARR pilots / Ex-Siemens, Technical PM

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Summary

AI SaaS Product Manager with 7+ years building multi-tenant platforms. Shipped LLM automation that cut **2,000+ hrs/mo** and drove **\$480K ARR in 6 months**. Ex-Siemens PM shipping **regulated SaaS (FDA/CE)** adopted across 15+ hospitals. PM with technical depth - prototypes in React/Python to validate ideas and ship MVPs fast.

Experience

Bebek

Remote

Senior Product Manager, AI Assistants

Sep 2022 – Present

- Led AI workflow automation platform adopted by **20+ enterprise operations teams**.
- Shipped GPT workflows that **eliminated 2,000+ hrs/month**, improving SLA compliance by **35%**.
- Designed usage-based pricing; piloted with **7 clients**, converted **3 paid**, securing **\$480K ARR in 6 months**.
- Built API-first integrations (Slack, Google Calendar, CRM), cutting time-to-value from **14 to 5 days**.
- Onboarding UX improvements reduced setup time **50%** and boosted weekly active teams **45%**.

Siemens Healthineers

Remote

Product Manager, AI Rad Companion

Mar 2020 – Aug 2022

- Owned lifecycle of **AI diagnostic dashboards** deployed across **15+ hospitals**.
- Launched **FDA 510(k) / CE-aligned features** with AI/ML and regulatory teams.
- Spearheaded pipelines processing **50K+ images/week** in real time.
- Internal tooling upgrades cut incident triage time **30%** and downtime per incident by **2 hours**.
- Onboarding redesign lifted adoption **25%**, enabling multi-million renewals across **5 health systems**.

IndianSmart Hub

New Delhi

Product Manager, Enterprise SaaS Platform (Automation + Engagement)

Dec 2017 – Feb 2020

- Scaled enterprise SaaS platform to **30+ institutions**, improving onboarding and retention.
- Shipped workflow modules (onboarding, surveys, progress tracking) that cut support tickets **40%** and reduced average resolution time by **3 hours**.
- Built multi-role interfaces (admin + end-user) boosting adoption and driving **25% upsells** to premium plans.

Technical Highlights

- Former software engineer (frontend focus); prototyping in **React/Next.js**, **Python/FastAPI**, and **SQL**; ship MVPs in days; deploy to **Vercel** and **AWS**.
- Integrate REST/GraphQL APIs, design schemas, write queries; add telemetry and A/B tests; containerize with **Docker**; set up basic CI for rapid iteration.

Skills

Product & Growth: Roadmapping; SaaS GTM; Pricing Strategy; Metrics & Funnel Analysis; A/B Testing; Stakeholder Management; B2B Multi-Tenant Platforms; Growth funnels; Engagement; Retention

Technical & AI: APIs; System Design; REST; Python; SQL; React; LLMs (GPT, Claude, RAG, Workflow Automation, AI prototyping/MVP builds); AWS; GCP

Education

MBA, IUST

2017

BCA, YCMOU

2014