

Vritant Jain

15 yrs of global experience building Enterprise SaaS, Ex Co-founder, ISB Valedictorian. Specialize in 0-1 journeys, Platform products & AI led competitive displacement.

EXPERIENCE

Browserstack — Principal Product Manager

MAR 2023 - Present

- **15X revenue growth:** Scaled the Test Management product from \$200K to \$3M, leading a team of 5 PMs and ~40 developers across 4 squads
- **Competitive Displacement Strategy:** Developed an AI-led differentiation roadmap, optimized pricing, and executed a data-driven feature prioritization framework to displace key competitors.
- **Leadership & cross-functional alignment:** Delivered product-business updates in weekly CEO strategic reviews. Acted as a single point of contact across Sales, Biz-ops, Monetisation, PMM & delivery teams.
- **M&A & Market Expansion:** Led integration of an acquired product into the BrowserStack ecosystem, identifying a **go-to-market strategy** for the open-source code quality market.
- **Strategic Product Evaluation:** Assessed API testing as a potential product by conducting user research, market sizing, and competitive analysis, ultimately saving costs by recommending against an independent launch.

Gainsight — Sr. Product Manager, Platform

AUG 2021 - MAR 2023

- **Launched a Master Data Management platform,** acquired 40+ enterprise customers and drove adoption through strategic pricing and GTM execution.
- **Reduced customer onboarding time from 3 weeks to 5 minutes** by automating data ingestion and validation workflows.
- **Revamped UX for Data Management (at \$100M ARR),** leading to increased adoption and successful sunsetting of outdated features.
- **Drove platform enhancements** such as history tracking & a recycle bin, improving data recoverability and compliance.

Gaadiman.com, Co-Founder - Product Strategy & Development

OCT 2018 - JUL 2021

- **Built & scaled a two-sided marketplace** for roadside assistance and automobile services, achieving 50% MoM growth.
- **Led product vision, UX/UI, and tech development**—designed a DIY car diagnostics UX mapping symptoms to SKUs, improving conversion rates.
- **Optimized digital marketing** with 13% CTR & 80% ROI, refining campaign performance through continuous iteration.
- **Expanded supply-side coverage** by onboarding 65+ workshops, leveraging Google APIs to create a spatial database for geographic expansion.

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AI PRODUCT

- Built a multi-agent AI native product that helps founders systematically evaluate business ideas:
businessmodelcanvas.vritant.com

ACHIEVEMENTS

- **ISB MBA:** Scholar of Excellence, Dean's Lister, Valedictorian
- **UT Arlington MSc:** Gold Standard GPA, Paid Scholarship
- **Academic Affairs Council Lead at ISB:** Elected to lead peer learning activities & the international immersion at NUS Singapore
- **Teach For India volunteer** Taught mathematics to young students facing learning challenges and language barriers
- **Startup:** HULT finalist @ISB, Incubated @ IIT Hyd, funded by CoE Motion
- Published Master's thesis @ UTA funded by Govt. of Texas ([thesis link](#)) exploring how AI can be leveraged to enhance Information Security
- Linux User Group Cofounder at SMEC: delivered open source talks, recruited and tutored students

CERTIFICATIONS

AI:

- Advanced Certificate Program in AI for Leaders (IITK - Currently pursuing)
- IBM RAG & Agentic AI
- Model Context Protocol (MCP) Mastery (Fractal Analytics)

Product:

- Executive Diploma in Product Management (Pragmatic Leaders)

Development:

- Redhat Certified System Administrator (RHCSA 2013)
- Oracle Certified Associate Java Programmer

Red Hat, Raleigh, NC – Integration Expert & Senior Sw Engineer

April 2012 - Aug 2018

- **Promoted for leading integration of Oracle & Salesforce via Enterprise Service Bus (ESB)**, driving Red Hat IT's largest annual project.
- **Led my 9-member team**, streamlining SKU complexity and improving subscription management workflows.
- **Delivered 20+ releases across 40+ REST services**, enhancing scalability and system reliability.
- **Championed cross-functional collaboration**, conducting impact analysis and requirement gathering across global teams for Red Hat Subscription Management

University Of Texas, Arlington – Web Programmer & Research Analyst

Mar 2010 - Jan 2012

- Assisted the Dean of graduate school in decision making via a robust reporting system
- Managed the Graduate school's marketing website

EDUCATION

Indian School Of Business, Hyd

Jan 2018 - Jan 2020

Executive MBA

CGPA: 3.83 / 4.0

University of Texas, Arlington

Jan 2010 - Jan 2012

MSc. Computer Science

CGPA: 4.0 / 4.0

SMEC @ JNTU, Hyd

Jun 2005 - May 2009

BTech Computer Science

SKILLS

Product:

- Product Strategy
- GTM Strategy
- Pricing & Packaging
- Product Analytics
- Stakeholder Management
- Enterprise SaaS
- Roadmapping

AI:

- Building Agentic AI
- LLM-assisted prototyping
- Prompt Engineering
- RAG-based systems

TECH STACK

- **AI** (AI Studio, Gemini CLI, Cursor AI)
- **Product Design/ Analytics** (Google Analytics, Amplitude, Google AdWords, Canva, Balsamiq, Figma)
- **Cloud & DevOps** (GCP, OpenShift, Ansible)
- **Programming** (Java, Python, Ruby, PHP, XML, XSLT, SQL, PLSQL, REST APIs, Angular, Android)