

Yash Nilesh Gori

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Product Manager with experience leading AI product development from ideation to B2B deployment. Drove **90% reduction** in operational time for enterprise QC platform. Skilled in stakeholder management, feature prioritization, and translating complex technical requirements into market-ready solutions.

WORK EXPERIENCE

AI Product Lead (Intern) | Webotix IT Consultancy

December 2024 – June 2025

- Led product development lifecycle from **ideation to deployment** for enterprise QC automation platform, securing Microsoft AI Hub funding
- Collaborated with CEO on product strategy, roadmap and features that reduced document generation time by **90%**
- Managed cross-functional coordination between frontend (Flutter) and backend, ensuring timely feature delivery
- Presented product demos to enterprise clients, successfully converting pilot to B2B production deployment
- Defined success metrics and KPIs: **80% compliance accuracy**, sub-second response times, **25+ parameter** support

Business Analyst & Strategy Lead | N. K. Engineering

June 2024 – November 2024

- Developed product-market fit strategies through customer research and competitive analysis, driving in **12% market share expansion**
- Identified new revenue opportunities through market analysis, securing investment from 5 new stakeholders
- Created product analytics dashboards and market intelligence reports, identifying ₹5Cr+ revenue opportunity in underserved engineering segments

Product Design Lead | MetaRizz

December 2023 – May 2024

- Led product development for 2 major projects including GuestInMe app revamp, managing full product lifecycle and stakeholder alignment for 1,000+ active users
- Negotiated project terms with PR representatives and club managers, implementing features like table booking and club pass purchases that increased user engagement by 40%
- Managed cross-functional development team as primary mediator between clients and developers, ensuring on-time delivery of high-quality solutions across multiple concurrent projects

Business Development Manager | Watermelon Gang

August 2022 – November 2023

- Managed team of 2 (editor, copywriter) for content production pipeline and quality assurance
- Onboarded **5 enterprise clients** through strategic outreach and relationship management
- Increased engagement metrics by **35%** through data-driven content strategy optimization

PROJECTS

Swift Check AI - Enterprise QC Platform | Product Strategy, AI/ML, B2B SaaS

[Link](#)

- Conceptualized and delivered multi-tenant SaaS platform serving manufacturing, textile, and food industries
- Defined product architecture supporting **6 user roles** with granular permission management
- Implemented pricing strategy and go-to-market plan for enterprise customers

AI-Powered Document Intelligence Platform | User Research, API Design, Cross-platform

[Link](#)

- Identified user pain point: 70% time spent on manual document review; built solution reducing this to minutes
- Designed conversational interface based on user feedback, improving adoption rate by **40%**

Financial Compliance Automation Tool | Regulatory Tech, Market Analysis

[Link](#)

- Analyzed RBI compliance requirements, identifying automation opportunity worth **₹10%** annual savings for banks
- Achieved **80% accuracy** in compliance predictions through iterative product refinement

LinkedIn Profile Optimization Platform | Growth Hacking, User Engagement

[Link](#)

- Identified market gap in professional profile optimization; designed solution targeting job seekers and professionals
- Created feature prioritization matrix based on user interviews and competitive analysis

SKILLS

Product Management: Product Strategy, Roadmap Planning, User Research, A/B Testing, Agile/Scrum

Technical: Python, SQL, API Design, Data Analytics, Power BI, Figma, Cloud Platforms (Azure), Git, Basic Flutter/Dart

Business: Market Analysis, Competitive Intelligence, Pricing Strategy, Go-to-Market, Stakeholder Management

Leadership: Cross-functional Team Management, Client Relations, Strategic Planning, Data-Driven Decision Making

EDUCATION

K. J. Somaiya College of Engineering

B.Tech. in Information Technology | CGPA: 8.12/10

Mumbai, Maharashtra

2021–2025

LEADERSHIP & IMPACT

Volunteer Instructor | Vacha NGO - Designed educational programs for 30+ underprivileged students

July 2024

Microsoft AI Hub | Secured funding through competitive pitch for Swift Check AI platform

2024