Yash Nilesh Gori

Mumbai, MH | yashnileshgori@gmail.com | (+91)7718081766 | linkedin.com/in/yashgori20 | Portfolio | Github

Summary

AI-focused Product Manager blending technical depth with strategic storytelling. Experienced in **building GenAI-powered products from 0→1**, aligning design, data, and delivery to turn user insights into measurable business growth.

Experience

AI Product Lead | Webotix IT Consultancy (Early-stage AI SaaS startup;GenAI QA)   *Dec 2024 – Sep 2025*
- Collaborated with stakeholders CEO(Dubai), COO to define the **product GTM roadmap**, prioritize and ideate new **GenAI features**, and translate insights into detailed **PRDs**, reducing **design-to-development** turnaround by **40%**.
- Delivered a **demo-ready prototype within a month** using open-source tools and zero-cost infrastructure, demonstrating rapid execution under resource constraints and early product–market viability.
- Secured **$5,000 from Microsoft's Founders Hub** after presenting the prototype and validating the business potential.
- Demoed **AI workflows** to Dubai-based pilot clients and implemented improvements that boosted user adoption by **30%**.
- Developed and launched **end-to-end GenAI-powered features**, including **RAG pipelines, document embeddings, and automated compliance workflows**, improving validation accuracy to **80%** and reducing processing time by **90%**.
- Created **Power BI dashboards** for ROI tracking and **data-driven pricing strategies**, aligning exec decisions with KPIs.
- Drove AI experimentation culture by integrating **10+ emerging frameworks**, improving speed-to-prototype by **2x**.

Product Management Intern | MetaRizz (IT consultancy & product solutions firm)   *Dec 2023 – May 2024*
- Operated as **product owner** for two initiatives **GuestInMe (UX revamp)** and **MediNobel (hospitality platform)** defining scope, timelines, and feature priorities while **introducing Scrum**-based sprint planning for better team alignment.
- **Revamped** GuestInMe by partnering with cross-functional teams (design, dev) to refine user journeys, enhancing user flow and conversion through intuitive, user-centric UX improvements, and **increasing the active user base to 1K+ users.**
- Led the **0→1** development and delivery of MediNobel by defining requirements, aligning delivery timeline, and coordinating design-engineering handoffs to ensure smooth sprint execution and release,
- Bridged gaps between **stakeholders and developers** to resolve blockers and manage delivery risks, maintaining **95% on-time execution** while driving adoption and ensuring regulatory and operational compliance.

Business & Growth Manager | Watermelon Gang (Social media & marketing agency)   *Aug 2022 – Nov 2023*
- Acquired and managed **5+ B2B** clients in fintech and crypto, driving growth through strategic outreach, process improvements, and data-driven problem solving
- Managed **Ali Solanki's YouTube channel, scaling it from 50K → 70K subscribers** by implementing KPI-driven content iteration cycles and user reviews, prioritizing content strategy and overseeing production.
- Improved **campaign performance by 30–60%** using Kanban-based sprint reviews and A/B-tested creative iterations.

Projects

ChargeOrFill - EV Charging Aggregator App
- Mapped and analyzed India's fragmented EV charging landscape, consolidating multi-app charging data and assessing **market viability** through TAM/SAM/SOM, Porter's Five Forces, and end-to-end user journey insights.
- Conducted user empathy research through **Interactive Figma prototype** interviews, surveys, and competitor benchmarking to uncover key pain points, behavioral patterns and unmet needs among EV owners and operators.
- Developed data-backed **business case models** to assess pricing strategies, market readiness, and adoption potential across target user segments, guiding product go/no-go decisions.
- Exercised ownership and risk management by **deprioritizing launch** after validation showed early-market immaturity.

DocuTalk: AI-Powered Document Intelligence Platform   Link
- Built a **universal AI document** assistant enabling conversational Q&A across any file with no other context.
- Designed retrieval workflows **(Gemini+FAISS)** and built a cross-platform interface with **Flutter** for context-aware responses.

Skills

Product: Product strategy, UX design, Go-To-Market execution, Roadmap Planning, Agile/Scrum, Kanban, Risk Management, Design Thinking, MoSCoW Prioritization, KPI Tracking, A/B Testing, Lean Product Management.
Collaboration: Cross-functional team leadership, Stakeholder communication, Client relations.
Tools: Jira, Notion, Figma, Trello, Microsoft 365, Figjam, Whimsical, Power BI.
Technical & AI Skills: Python, SQL, API (Flask/Fast), Gen AI (RAG systems, Prompt Engineering, LLM integration), OCR, NLP,
Soft Skills: Critical thinking, Analytical Problem Solving, Strategic Execution, User Empathy, Ownership Mindset

Education

K. J. Somaiya College of Engineering   Mumbai, Maharashtra
B.Tech. in Information Technology | CGPA: 8.12/10   *2021–2025*

Impact and Achievements

Volunteer Instructor | Vacha NGO
- Designed and delivered structured educational programs for **30+ underprivileged students** creating lesson plans, interactive activities, and learning materials to enhance engagement and understanding.
- Conducted a **career guidance session** to help students identify strengths, set academic goals, and future opportunities.

Semi-finalist | Devopia 7.0 Hackathon - Selected among the **top 3 teams** for delivering an AI-powered solution.