

# Yash Nilesh Gori

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## Summary

Product Manager experienced in leading cross-functional teams to deliver data-driven, user-focused solutions in AI-powered software products. Skilled in roadmap planning, A/B testing, stakeholder management, and aligning product strategy with business goals to drive measurable impact.

## Experience

- AI Engineer | Webotix IT Consultancy

Dec 2024 – June 2025

  - Directed product lifecycle from market validation to B2B launch, securing Microsoft AI Hub funding via competitive pitch.
  - Defined roadmap and release plan with C-suite, prioritizing features that reduced QC document generation by 90%.
  - Oversaw cross-functional delivery between AI, backend, and frontend teams, ensuring on-time deployments.
  - Established success KPIs: 80% compliance accuracy, 25+ supported parameters, sub-second query latency,
- Business Analyst | N. K. Engineering

June 2024 – Nov 2024

  - Defined and executed product-market fit strategy through customer research + competitor mapping; +12% market share.
  - Managed roadmap for BI dashboards, e-commerce site, and digital catalog; coordinated dev, sales, and marketing teams to keep launches on schedule.
  - Negotiated with and secured 5 new investors, tying funding milestones to product delivery targets.
  - Introduced investor-facing market intelligence reports to drive confidence and secure buy-in.
- Product Design Lead | MetaRizz

Dec 2023 – May 2024

  - Product Owner for two initiatives; set scope, timelines, and backlog, delivering on schedule.
  - Negotiated requirements with PR reps and club managers; launched table booking and pass purchase to expand revenue surface.
  - Drove adoption on GuestInMe (1K+ users) through UX improvements and targeted updates; measurable engagement uplift.
- Business Development Manager | Watermelon Gang

Aug 2022 – Nov 2023

  - Acquired and managed 5 enterprise fintech & cryptocurrency clients through targeted outreach campaigns.
  - Delivered measurable engagement lift (+35%) via data-driven social media strategies.
  - Led cross-functional creative team, aligning output with evolving client and market requirements

## Projects

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

  - Validated enterprise needs across manufacturing/textile/food verticals; defined pricing and enterprise GTM for multi-tenant SaaS.
  - Pilot → production conversion high; positioned as compliance-first automation with clear ROI (90% faster generation)
- Financial Compliance Automation Tool | Regulatory Tech, Market Analysis

Link

  - Performed regulatory gap analysis (RBI) and positioned the tool as cost-avoidance automation for banks estimated 10% annual savings case.
  - Iterative pilot testing increased prediction reliability to 80%, making the product credible for compliance teams.
- Inhance: LinkedIn Profile Optimization | Growth Hacking, User Engagement

Link

  - Built a clear value prop for jobseekers: ATS score + role-specific suggestions + resume generation.
  - Designed a prioritization matrix and MVP that converted evaluation users into active adopters.
- DocuTalk: AI-Powered Document Intelligence Platform | User Research, API Design, Cross-platform

Link

  - Productized document review pain (70% manual time) into a conversational workflow; prioritized features using user interviews and adoption metrics.
  - Focused on onboarding (cross-platform) and improved process throughput, increasing usage adoption by 40%.

## Skills

- Product Management:

Product strategy, roadmap planning, market analysis, go-to-market execution, A/B testing
- AI/ML:

Retrieval-Augmented Generation (RAG) systems, prompt engineering, LLM integration (GPT, Mixtral, LLaMA, Gemini), vector databases (FAISS, Pinecone), NLP fundamentals, OCR processing, AI evaluation metrics.
- Collaboration:

Cross-functional team leadership, stakeholder communication, client relations, agile/scrum, strategic planning.
- Technical Skills:

API fundamentals, cloud platforms (Azure), data analytics (Power BI), Python scripting, LangChain familiarity.

## Education

- K. J. Somaiya College of Engineering

Mumbai, Maharashtra
- B.Tech. in Information Technology | CGPA: 8.12/10

2021–2025

## Impact and Achievements

- Semi-finalist | Devopia 7.0 Hackathon - Top 15 teams for AI-powered solution.

2025
- 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
- Link