

RAVINDER KUMAR

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[LinkedIn](#), [PortFolio](#)

Driving Business Impact with Innovative Products | Product Strategy, Leadership, and Mentorship | Expertise in Generative AI & Agentic AI | Focus on Sustainable Processes, Analytics, and Business Intelligence |
MBA - IIM Rohtak | B.E. Computer Engineering - DCE

Senior/Lead Product Manager | B2B & SaaS | Agentic AI | LLMs & Gen AI | 0-1 Expert | Product Strategy | BI & Analytics | Customer Voice | Immediately Available

Professional Summary

Product leader with 5+ years of experience building AI-driven and data-intensive enterprise SaaS platforms across fintech, analytics, and workflow automation. Proven track record of owning end-to-end product lifecycle—from discovery and strategy to delivery and adoption—while working across complex stakeholder environments.

Experienced in integrating AI (LLMs, voice AI, analytics pipelines) into enterprise workflows to drive measurable impact, including 5x operational efficiency improvements and 90% reduction in analysis time. Strong focus on customer-centric product development, scalable architecture, and cross-functional leadership.

Work Experience

- GOOD BUSINESS LAB ORG** **Product Manager-2 (Lead)** *Aug 2022- Jan 2025 (2y 6m)*
 - Led AI-driven enhancements for Inache, including multilingual voice transcription and translation using LLM fine-tuning (Gemini-based workflows), improving model accuracy by ~30%.
 - Integrated real-time analytics and feedback intelligence pipelines, embedding actionable insights directly into enterprise dashboards.
 - Worked closely with engineering on LLM prompts, evaluation metrics, fallback logic, and workflow orchestration for voice-based AI systems.
 - Transformed Inache from a fragile live product into a scalable, governed AI-enabled communication platform serving 350K+ users.
 - Conceptualized and delivered Flexi-Salary Advance (FSA) from scratch (0→1 in <6 months), integrating payment workflows and automation-driven analytics.
 - Owned full product lifecycle: problem discovery, PRDs, roadmap, API design collaboration, UAT, and post-launch optimization.
 - Drove 2x product adoption for Inache within the first quarter post-optimization and achieved ~30% utilization rate during FSA pilot.
 - Owned product strategy and roadmap for AI-powered enterprise communication platform- Inache.
 - Enabled reduction in reporting time from days to minutes via automated analytics using Business Intelligence (Looker Studio).
 - Led cross-functional teams of PMs, engineers, designers, and QA (8–12 members) & Instituted Agile processes, improving development velocity by 50–60%.
 - Represented product at public forums including Bharat Tex and FICCI, driving visibility and stakeholder engagement.
 - Coordinated with external partners (payments, VAPT, integrations) beyond core PM responsibilities.
- PROVANA** **Associate Product Manager** *Nov 2021- April 2022 (6m)*
 - Owned features for a compliance-heavy, document-driven SaaS platform serving US debt collection workflows.
 - Improved workflow automation and reconciliation systems, enhancing data accuracy by ~50% and sync efficiency by ~80%.
 - Drafted detailed PRDs, user stories, and technical specifications; collaborated with engineering on backend workflows and system integrations.
 - Used analytics and structured feedback to refine product backlog and reduce operational friction.
 - Developed strong exposure to regulated environments, API-based document flows, and enterprise-grade reliability standards.
- PRISMBERRY TECH.** **Product Manager** *Apr 2020- Oct 2021 (1yr 4m)*
 - Led 0→1 development of an enterprise investment monitoring (FinTech) platform managing government securities, Non-Convertible Debenture bonds, ETFs, Fixed deposits, and Mutual funds.
 - Replaced Excel-driven workflows with centralized data architecture and BI integration, improving operational efficiency by 5x.
 - Designed high-level data ingestion, scraping, and pipeline workflows to enable real-time monitoring.
 - Applied early automation strategies in reporting and data transformation pipelines.
 - Delivered data modernization solution processing 1M+ records/day with 90% reduction in analysis time.
 - Executed content-led GTM strategy for cloud telemetry platform, achieving 200+ whitepaper downloads in one week.
 - Worked directly with CXOs and technical stakeholders to align product, marketing, and business strategy.

Work exp details Continued to the next page...

Work Experience (other than Product)

- PRISMBERRY TECH.** Business Development Manager Dec 2019- May 2020 (5m)
 - Executed innovative GTM strategies resulting in 3x followership on linkedin, and 5x organic enquiries on company page.
 - Directly worked with CXOs in planning Product development, marketing, and business Development
 - Helped Prismberry Technologies in compliances for becoming a Google Cloud Partner
- GRYNOW MEDIA** Business Development Manager Apr 2019- Oct 2019 (7m)
- TaxSpanner** Marketing Intern April 2018- May 2018 (2m)
- MHA, (CyberQ)** Assistant Programmer Jul 2014- Jan2015 (6m)

Education

IIM Rohtak	2017-19	Delhi College of Engineering	2008-12
Masters of Business Administration		Bachelor's of Engineering	
Majors- MIS, Marketing (Dual), Minor- Strategy & Consulting		Majors- Computer Engineering	

Key Impact Highlights

- Scaled Voice AI-enabled platform to 350K+ users
- Delivered 5x operational efficiency improvement
- Reduced analysis time by 90% (1M+ records/day)
- Led 0→1 fintech product launch in <6 months
- Improved adoption by 2x post-optimization
- Spearheaded the transition of 5 key products from development stagnation to successful market launch.
- Delivered 8 end-to-end projects within a 4-year period, successfully scaling 3 products from concept to launch (0-to-1) and driving 6 to full production success.

Product Skills and Technical Skills

Product Leadership & Strategy	Product Execution & Development	Data & Analytics	User & Innovation
Product Strategy	Product Development	Data-Driven Decision making	User Research
Leadership	Agile & Project management	Business Intelligence	UI/ UX
Go-To-Market	Workflow Automation	Product Analytics	Product Discovery
Product-Led-Growth	PRDs, Specs, User Stories	Real-time reporting	Gen-AI & LLMs
OKRs	Feature Prototyping (AI)	Data Pipelines	Vibe-coding
Roadmapping	System Design Basics		Prompting & Fine-tuning
Product Lifecycle			Conceptualization

Tools w/t Hands-on Experience

- Jira, Confluence, Miro, Figma, Whimsical, Codex, n8n, Claude Code, Openclaw, Github Copilot, VS code, SQL, Lovable, Cursor, Github, Hugging Face, Google Analytics, MixPanel, Posthog, MS Office, Google Workplace, Azure DevOps, Asana, Slack, Teams, Notion, Looker Studio, Tableau, Power BI

Languages

- English Fluent
- Hindi Fluent/ Native

Interests

- Tech & Gadgets, Gen-AI, Gaming, Movies & series, Working out, T.T., Worker wellbeing, Mentoring, Gaming and PC building