

Product Leader with **10+ years of experience** scaling **0-1 innovations** into global enterprise platforms. Proven track record of architecting **AI-native workflows** that **accelerate delivery 4x** and deploying GenAI solutions that drive millions, delivering **3.2x revenue growth** at Elastic and **scaling Intuit products to 100M+ users**. An analytical strategist adept at translating complex, ambiguous technical needs into data-driven product visions. Collaborative leader with exceptional stakeholder management and communication skills, bridging the gap from engineering to GTM to drive measurable business outcomes with extreme ownership.

Experience

Elastic, Senior Product Manager

11/2025- Present

Product lead building and scaling an agentic conversational AI platform (Agent Builder)

- Spearheaded **0-to-1 agentic AI platform** from concept to GA in **2.5 months** and to monetization by **month 4**, owning end-to-end product vision, strategy, and roadmap in a fast-moving, ambiguous space
- Drove **3.2x revenue growth in 4 months** by owning pricing and packaging strategy in collaboration with the pricing team
- Increased **DAU 53x** by scaling Agent Builder across **3 product lines**, working cross-functionally **with 7+ teams**
- Increased **monthly usage per user by 2x** by partnering with engineering, data science, design, for improved user experience (UX) adding features such as Skills, MCP tools, plugins, and evals, writing [product documentation](#)
- Reduced **agent token costs by up to 40%** by collaborating with engineering and data science to architect context enrichment and context-engineering strategies
- Drove **sales-led go-to-market strategy** (GTM content, use-case demos, live developer demos at **Microsoft Build and Google Next**), making Agent Builder the **most-demoed product at Microsoft Build**, generating **600+ qualified leads representing multi-million sales opportunities**
- Built an **AI-powered**, self-serve **product analytics dashboard** surfacing performance and customer-journey KPIs to prioritize product investments; adopted by **50+ stakeholders**, cutting weekly **reporting time by 5 hours**
- Drove **developer adoption** by conducting a **hackathon with 50+ developers**, partnering with product marketing and community teams, **turning** feedback to roadmap inputs, and showcasing top projects as launch content
- Drove **product-led growth** by positioning and embedding Agent Builder for with strategic partners Google, Anthropic, Cursor, Microsoft for integrations in their AI platforms and marketplaces, advanced stages with Google Vertex AI
- Multiplied **product velocity 4x** by working **AI-natively** in Claude Cowork and Cursor to synthesize feedback, prototype working first versions of features, and ship PRs for UX fixes, cutting engineering handoffs
- Built **AI workflows mining Slack, meeting notes, and emails** to surface and prioritize customer problems, replacing manual feedback triage

Intuit, Staff Product Manager

08/2021- 05/2025

Owned end-to-end GenAI, agentic AI and GTM platforms and experiences for 100M+ global customers across Credit Karma, TurboTax, QuickBooks, and Mailchimp

- Pioneered **0-to-1 GenAI-powered growth strategy**, leading a **40+ member team** to launch Intuit Assist, a conversational AI assistant across web, mobile, text and voice to **100M+ customers** driving **\$18M revenue**
- Demonstrated organizational leadership by scaling to **3 product lines**, contributing to **\$17M quarterly revenue**
- Unlocked **\$12M monthly recurring revenue** by building an **ML-powered recommendation engine** driving AI personalization, cross-sell, and retention across US and international markets
- **Evolved** Intuit Assist from a **Reactive to a Proactive, task executing AI agent**, shipping a **human-in-the-loop** invoice payment reminder that got **small businesses paid faster by 7 days** (driving revenue), and grew **feature adoption 23% to 67%**
- Drove **\$10M incremental revenue** and **21% conversion rate improvement** by designing and executing rigorous experiments, leveraging data to inform decision-making and translate complex analytical findings into actionable product improvements
- Simplified in-product Search experience leveraging AI capabilities, improving **search success rate by 15%**
- Delivered **\$7.9M in new revenue** from acquisition and retention by building and A/B testing the “Invite a Friend” and “Refer-an-Expert” referral platforms
- Generated **50% more sales-ready leads** and cut **CAC 17%** by building a **0-to-1 lead-to-cash platform** with hybrid **lead scoring, multi-touch attribution, and intelligent routing** across CDP, **Salesforce CRM, and marketing automation**
- Increased **customer help resolution rates by 15%** by leveraging RAG-based AI to enrich software models, demonstrating the application of AI for improved operational efficiency and reliability in customer support
- Refined NLP algorithms and training datasets for domain-specific intents and tone sensitivity, including implementing AI safety features such as proactive profanity filtering and bias detection, which **reduced escalation rates by 12%**

- Improved personalized targeting and customer segmentation **19%** by building a **Data Enrichment platform**, strengthening the data foundations behind GTM and personalization systems
- Owned a **\$55M+ GTM vendor portfolio** (Adobe, Salesforce, Extol, ZoomInfo, Eloqua), driving build-vs-buy decisions, adoption, change management, and operational excellence across distributed teams
- Collaborated with **7 cross-functional teams** (design, research, legal, compliance, marketing, engineering, data science) to develop and test complex solutions for hyper-personalized consumer experiences, lifting product usage
- Mentored **5 emerging PMs**, 3 of whom got promoted **within 12 months**

NetApp, Product Manager

07/2017- 07/2021

Built enterprise marketplace commerce, GTM, and AI-powered products driving pipeline, acquisition, and revenue

- Boosted **evaluations by 215%** and generated **Sales Opportunities by \$500M** by building a **0-1 eCommerce platform**, leveraging data to quantify revenue gaps worth **\$380M** and **proposed business plans** to C-suite and executive teams
- Led high performing global team to implement go-to-market strategy to increase **Subscription Renewals by 15% YOY**
- Generated **\$35M+ pipeline opportunities** by collaborating cross-functionally to integrate eCommerce platform with Salesforce CRM, Marketing Automation platforms
- Cross-functional collaboration to launch new features for AI-chatbot, including order tracking, reminder and notifications, boosting **conversion rates by 33%**, **user usage by 27%**, and **9 point in NPS**
- Led NetApp Insight conferences in 2018 and 2019 from creative implementation, messaging and demos, and being the spokesperson to visitors and industry experts

Sears Holdings Corporation - Product Manager – Sears Clothing, Enterprise eCommerce

03/2014 – 07/2016

Managed and grew Sears' online clothing business across consumer-facing digital platforms (desktop, mobile website, iOS and Android apps), with a strong focus on designing and delivering exceptional user experiences.

Arsys Infosolutions Pvt. Ltd - Associate Product Manager

05/2012 – 03/2014

Responsible for building product for ERP Globalization and Localization, SAP endorsed partner with 200+ employees in India

Siemens PLM Software, Software Engineer

05/2010 – 05/2012

Member of Teamcenter Integration for NX (TCIN) team for code development for functionalities in C/C++

Skills

- **AI/ML:** Agentic AI and Agentic Systems, Generative AI, LLMs (Claude, ChatGPT, Gemini), Conversational AI, Natural Language Processing (NLP), Machine Learning, Retrieval Augmented Generation (RAG), AI Safety, AI Skill and workflow design, Context and Prompt Engineering, Model Evaluation, Human-in-the-Loop
- **Product Management:** Product Vision and Roadmap, Prioritization and Trade-off Decisions, PRDs, Pricing and Packaging, Platform Scalability, Cross-Functional Leadership, Executive Communication, Change Management and Adoption, Operational Excellence, Vendor Management and Build-vs-Buy
- **Leadership:** Cross-Functional Collaboration, Stakeholder Management, C-suite and Event presenter, Extreme Ownership
- **Experimentation and Analytics:** A/B/C Testing, Tableau, Amplitude, SQL, Python, Experimentation Design, BigQuery, Data Studio
- **Tools:** Github, Figma, Atlassian Suite, Miro, Google Workspace, Vercel, Canva, Notion, Cursor, Claude Cwork
- **GTM & Platforms:** Outbound product management, Go-to-Market Strategy, Salesforce CRM and Marketing Cloud, Marketing Automation (Adobe, Eloqua), CDP (Segment/Twilio), Lead Capture, Scoring, Routing, Multi-Touch Attribution, Lead-to-Cash, Lead-to-Quote, CPQ Pricing and Discounts, Quote-to-Cash, Billing, Pipeline Generation, Sales Enablement, Revenue Operations, Customer Lifecycle, Enterprise SaaS

Publications and Speaking

- [Elastic Agent Builder: How we taught AI agents to manage their own context](#)
- [Build AI agents with Elastic](#)
- **Speaker at Microsoft Build and Google Next :** [Teach AI agents to manage context with Elastic Agent Builder.](#)
- Featured in Intuit's CTO blog for the QuickBooks agentic invoice-reminder solution
- **Guest Lecturer on Product Management**, University of San Francisco School of Management

Education

University of San Francisco – MBA in Data Analytics and General Management

08/2016 – 05/2018

Kurukshetra University, India – Bachelor's in electrical engineering

08/2005 – 07/2009