



EDUCATION

NIT, Srinagar

Bachelor's in Technology
2013 - 2017
8.3/10

SKILLS

- Product vision & roadmap planning
- LLM product design (RAG, agents, copilots)
- AI prototyping (Claude Code, Codex etc)
- A/B testing & experimentation design
- User interviews & usability testing
- Cross-functional team leadership
- Pricing & packaging strategy
- Data Analysis and Cohort Analysis
- API & platform product management
- Go-to-market strategy (B2B SaaS)
- Competitive & market landscape analysis
- Expert in CRM and Marketing automation platforms.

INTERNSHIP

Research Intern, AI and Machine Learning

IISc, Bengaluru | 2015 - 2026

Worked with Aerospace department in building and optimizing the classification and clustering algorithm to study multi-spectral satellite images better.

AWARDS/RECOGNITIONS

- Hubilo Limitless (2x) - Best Performer
- Best Retail Tech Startup: **Nasscom Emerge 50, 2020**
- Sports: Badminton State Player (2x)
- National Science Olympiad - Gold(District)

PROFESSIONAL EXPERIENCE

Principal Product Manager

[CallHub](#) | 2025 - Present

- **Lead a 4-person PM team** owning the roadmap across voice, SMS, and email for enterprise and SMB ICPs worldwide.
- **Overhauled pricing** - designed tiered plans for Enterprise and SMB, unlocking usage-based expansion MRR.
- Launched the **Fundraising vertical** 0-to-1, reaching ~\$500K ARR in 8 months by targeting an underserved nonprofit ICP.
- **Built the GTM motion** from scratch - ICP definition, Sales enablement, and go-to-market sequencing for the new verticals.

Principal Product Manager

[Hubilo](#) (Acquired by Brandlive) | 2021 - 2024

- **Founding PM** - Led core product launch and drove the platform to **product-market fit** in a hyper-competitive post-pandemic market.
- **Integrations & Marketplace vertical** - scaled to 30+ partners (HubSpot, Marketo, Salesforce), creating a **retention moat** and a key **enterprise sales lever**.
- Shipped an **AI content repurposing engine** that auto-converted one webinar into 40+ assets - cutting post-event production time by 80% for marketers.
- **Pivoted and launched the Webinar product**; scaled it to \$900K ARR in under a year through rapid iteration on engagement and analytics.

Product Manager

[ParallelDots](#) | 2018 - 2021

- Led the MVP to **product-market fit** for the now flagship product(ShelfWatch) and scaled to **\$1-2 million ARR (5X)** with industry-leading enterprises like **Unilever, P&G, ITC, Nestlé**, etc. in the portfolio.
- **Led an 11-person cross-functional pod** to add two new product lines, expanding the company's addressable market.
- **Cut AI model onboarding time** by partnering with Data Science, accelerating enterprise deployment cycles for large CPG contracts.
- Won the **Nasscom Emerge 50 (2020)** award for Best Retail Tech Startup.

Consultant

[Intellect Design Arena](#) | 2017 - 2018

- **Solution Consultant & Full-Stack Developer** on Risk and Treasury products for leading banks - bridging business requirements with technical delivery.
- Built observability and alerting infrastructure for mission-critical fintech products, gaining early exposure to enterprise B2B SaaS.