

Nishant Rana

nishantranaxyz@gmail.com | (919) 225-6207 | www.linkedin.com/in/nishant-rana-7848a71b0 | nishantrana.net

SUMMARY

Product Manager with 4+ years delivering **\$520K+** cost savings and **\$2.1M** revenue impact across enterprise B2B SaaS. Proven across 0-to-1 launches, from discovery to production, GTM strategy, cross-functional execution and ownership. Duke MEM graduate with hands-on LLM and GenAI experience (RAG workflows, and multi-agent systems), translating data into measurable business outcomes.

EXPERIENCE

AI Product Manager, Sparc

February 2026 – Present

- Boosted adoption of a new feature by 30%, by running customer discovery across 40+ stakeholder interviews and journey mapping, closing the top user gaps.
- Launched a new feature to reach 10K users by orchestrating GTM strategy against 30+ competitor benchmarks and targeted positioning, validating product-led growth.
- Lifted DAU by 16% and feature engagement by 40%, running 3 A/B tests with cross-functional engineering and design teams, focusing on highest-impact user gaps.
- Accelerated pilot-to-scale expansion decisions by 2x across 4 business units, by owning the end-to-end AI product lifecycle from discovery through roadmap execution.

AI Product Intern, Sparc

May 2025 – December 2025

- Mapped a 4-touchpoint subscription funnel using JTBD analysis and 3 user personas, prioritizing pricing and packaging moves targeting free-to-paid conversion.
- Defined product strategy for a GenAI business simulation, covering TAM sizing, segmentation, and monetization, translating into a 3-phase GTM rollout for the company's enterprise pitch.
- Cut competitive research time by 64%, shipping an LLM + RAG intelligence bot, retrieval evals and guardrails to ensure citation accuracy.

Associate Product Manager, Infosys Limited

December 2021 - August 2024

- Owned a 3-quarter product roadmap for India's national tax platform, balancing regulatory deadlines and engineering capacity prioritization across 12 features and 4 Agile sprint teams.
- Shipped a 0-to-1 MVP processing 300M+ records, delivering \$520K in annual cost reduction by leading PRD authorship, KPI definition, and feature prioritization with cross-functional teams.
- Reversed client rejection with a data-driven case; secured sign-off to ship feature that cut support tickets by 46% for 80M+ users.
- Generated \$330K/year in savings by modeling ROI and automating 50% of manual workflows, while tracking KPIs via SQL-based Power BI dashboards.

KEY PROJECTS

Tear - AI Product Research Platform

June 2026

- Built a multi-agent AI research platform (Claude Code, model routing, RAG) that generates citation-backed research docs, cutting research time from 4 hours to ~10 mins; developed the LLM pipeline end to end.
- Led market analysis and interviews with stakeholders to identify user pain points and inform feature prioritization decisions.

EDUCATION

Duke University, Master of Engineering Management

August 2024 - December 2025

- Coursework: Product Management, Managing AI Business, Digital Transformation, Marketing, Competitive Strategies

SKILLS

- **AI / ML Product:** LLM product development, Generative AI (Claude, GPT, Gemini), Claude Code, Codex, RAG workflows
- **Technical:** Python, Salesforce (Apex, LWC, Flow, Process Builder), Power BI, Tableau, DevOps (Copado/Git), Data Migration & Validation, Notion, Asana, Jira, Figma, Advanced Excel/PowerPoint, Competitive Intelligence Tooling, AI-powered automation
- **Product & Strategy:** 0-to-1 Product Development, Roadmap Development, Agile/Scrum, Stakeholder Management, Cross-functional Leadership, Monetization & Funnel Optimization, Market Segmentation & TAM Analysis, Prompt Engineering, SQL