AKSHAY KUMAR A R

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Product Manager | AI-Powered SaaS Strategy | Platform Growth | 0-to-1 Launches

AI Product Manager with **7 years building enterprise SaaS platforms**, now specializing in **LLM-powered agentic systems**, including a **synthetic data generation** engine and a **RAG-based knowledge retrieval product** for early-stage AI founders. Deep expertise in **API-first platform design** and translating complex AI capabilities into user-facing product decisions. Proven across **zero-to-one builds and scaled platforms** under compliance constraints (SOC 2, ISO 27001, GDPR)

SKILLS

- **Product:** Product Strategy | Roadmap Ownership | User Discovery & Research | UI/UX Design | Jobs-to-be-Done | PRD Authoring | Prioritization Frameworks | A/B Testing | GTM Strategy | OKRs & KPIs | Agile/Scrum
- **AI & Technical:** LLM Integration | Prompt Engineering & Versioning | RAG Pipeline Design | Agentic Workflow Orchestration | Synthetic Data Generation | API-First Platform Design | AI Product Evaluation
- **Tools:** Mixpanel | Clarity | Figma | Jira | Notion | ClickUp | Linear | Postman | SQL | Python | Docker | GitHub | n8n | Zapier | Lovable | Base44
- **Compliance:** SOC2 | ISO 27001 | GDPR | Audit Readiness | Data Privacy | Regulated Enterprise Environments

PROFESSIONAL EXPERIENCE

Freelance • May 2025 - Present

Strategic partner to early-stage founders, owning product scope, AI architecture decisions, and go-to-market strategy for 0-to-1 launches.

Product Consultant

- Developed a **Synthetic Data Generation Agent** using python and no code tools, enabling 2 AI startups to overcome GDPR challenges and reducing data prep time by 80% within 2 months.
- Built end-to-end **LLM fine-tuning pipelines** for AI founders scraped and structured training data, managed dataset versioning, and ran evaluation cycles to reduce hallucination rates and validate output quality against domain benchmarks.
- Defined **MVP scope, user stories, and GTM sequencing** for 3 founder teams, identifying target user segments and validating problem-solution fit through structured discovery.
- Cut average time-to-first-user from **12 weeks to 6 by streamlining** discovery-to-launch sequencing across founder engagements.
- Established agile SOPs and sprint cadences for cross-functional teams, reducing planning overhead and improving sprint predictability from ~50% to 85% on-time delivery.

StackBOX Services Pvt. Ltd. • July 2022 - January 2025

Owned product strategy and roadmap for an enterprise SaaS platform serving ops, inventory, and order management workflows for global clients.

Product Manager

- Identified through **user research** that ops and warehouse teams were losing 12+ hrs/week to inefficient inventory and order tracking; led **end-to-end** discovery and **scoped a modular automation solution**.
- Shipped the **automation layer, cutting operational overhead by 50%** and reducing enterprise client onboarding time from 3 weeks to 4 days.
- Owned the **roadmap** for **order and transport management modules,** prioritized features across warehouse, ops, and finance **personas**, improved **data retrieval speeds by 30%** and eliminated critical **SLA breaches** for high-volume clients.
- Drove **platform integrations** with **100+ partners**, defining specs and leading cross-functional delivery, accelerating **release velocity by 50%** and expanding **market reach**.
- Led the **compliance work stream** for **ISO 27001** and **SOC 2** certifications; closed 12 critical control gaps with engineering and achieved **100% audit success**, cutting **customer security review cycles from 8 weeks to 3 weeks**.
- Actively contributed to workplace inclusion as a **POSH Committee member**.

Algo Legal • December 2020 - June 2022

Managed the product lifecycle for legal-tech solutions, translating attorney requirements into technical roadmaps and actionable PRDs.

Product Analyst

- Acted as the **primary liaison** between **legal clients**, engineering, and design, ran **structured discovery interviews**, identified 3 root causes driving 30% of all **support tickets**, and reduced **issue resolution time by 50%** through targeted **QA checkpoints**.
- Owned **market research** and authored **PRDs** for core legal workflow features, accelerated **feature development cycles by 50%** and ensured alignment with **legal regulatory requirements**.
- Designed a structured **user feedback loop** that increased user participation by 150% and generated a validated, **prioritized improvement backlog.**
- Applied cost-benefit analysis to the backlog, **reducing platform ownership costs by 15%.**

Process Engineer

- Researched and deployed emerging **legal-tech tools**, improving **internal user efficiency by 20%** and driving **digital adoption** across the firm.
- Leveraged results from **data analytics** to inform strategic decisions and streamlined operational workflows, **reducing overhead by 20%.**

Decabits Software • August 2019 - November 2020

Managed the end-to-end lifecycle of 10+ SaaS products, delivering digital transformation for global clients in healthcare and fitness markets.

Project Manager

- Led the **0-to-1 launch** of **Myanmar's first e-pharmacy platform** with custom **payment integrations** drove **100% revenue growth** and achieved **50% above** pre-launch **user adoption targets**.
- Spearheaded the US launch of **MGR**, a **B2B fitness subscription platform**, enabling **digital transformation** and unlocking new **revenue streams** for fitness businesses.
- Streamlined **stakeholder communication** across **cross-functional teams**, reducing **project misalignment issues by 80%**.
- Conducted rigorous **post-launch audits** across 5 products, achieving **25% process improvement** and fostering continuous **product growth**.

PROJECTS

Elimenots | Codeless Test Automation Platform

Building a **self-hosted codeless test automation platform** for QA teams, combining **Playwright browser automation, FastAPI, Angular, PostgreSQL, real-time execution monitoring, and Docker-based deployment**.

Autonomous Synthetic Data Engine | AI Agent

Architected and **developed an agentic workflow** for generating **privacy-compliant synthetic datasets** for **LLM fine-tuning**, enabling **secure model training** while eliminating exposure to **sensitive production data**; supporting **bulk record generation**, **schema customization**, **distribution controls**, and **context-aware data synthesis**.

Enterprise Knowledge Retrieval Agent | Chatbot

Developed a RAG-based internal support agent that automated **FAQ resolution**, reduced **support ticket volume**, and accelerated **cross-team knowledge retrieval** by delivering **instant, context-aware, and accurate responses** from internal documentation and knowledge bases.

EDUCATION

Bachelors in Engineering • M S Ramaiah Institute of Technology • GPA: 8.53 • August 2015 - June 2019

CERTIFICATIONS

Generative AI Foundations Certificate

upGrad in collaboration with Microsoft