

Naresh N Ghawalkar

SENIOR PRODUCT MANAGER | AI-POWERED SAAS | GENAI WORKFLOWS | PRODUCT STRATEGY | UX & BA LEADERSHIP |
PRODUCT ANALYTICS

Mobile No: 9392551311 E-mail: naresh27in@gmail.com Address: Hyderabad, IN

LinkedIn: www.linkedin.com/in/naresh-n-ghawalkar

Senior Product Manager with strong experience building AI-powered SaaS platforms, data-driven web applications, and enterprise product solutions across EdTech, AgriTech, Smart City, Life Sciences, and regulated software environments. Experienced in defining product vision, roadmap strategy, PRDs, user stories, success metrics, and go-to-market plans while partnering closely with engineering, UX/UI, analytics, operations, and business stakeholders. Hands-on exposure to AI-enabled workflows, generative AI capabilities, product health dashboards, workflow automation, funnel optimization, and user experience improvements. Adept at translating user pain points and technical possibilities into scalable product features, improving adoption, efficiency, compliance, and time-to-value. Known for mentoring Business Analysts, leading cross-functional execution, presenting product strategy to senior leadership, and driving products from discovery through launch, adoption, and continuous improvement.

PROFESSIONAL SUMMARY

- Product strategy leader experienced in defining product vision, outcome-driven roadmaps, PRDs, epics, user stories, and launch plans for AI-powered SaaS, enterprise platforms, and data-driven web applications.
- AI-enabled product experience across generative AI capabilities, workflow automation, intelligent decision-support systems, user experience improvements, and scalable platform solutions across EdTech, AgriTech, Smart City, Life Sciences, and enterprise software domains.
- Data-driven product manager skilled in defining KPIs, OKRs, North Star metrics, product health dashboards, funnel analysis, user-impact metrics, and experimentation frameworks to guide prioritization and continuous improvement.
- Cross-functional product leader experienced in partnering with engineering, UX/UI, analytics, QA, operations, sales, marketing, and support teams to translate complex business and user needs into high-quality product releases.
- People and stakeholder leader with experience mentoring Business Analysts, improving product documentation standards, aligning executive stakeholders, presenting roadmap updates to senior leadership, and improving delivery predictability across complex product environments.

WORK EXPERIENCE

nGenue

Senior Product Manager (Hyderabad) (Feb 2025 - Present)

- Owned AI-enabled product opportunities from concept definition through Agile delivery planning, translating productivity, workflow automation, and decision-support use cases into PRDs, epics, user stories, acceptance criteria, and measurable success metrics.
- Defined AI product requirements covering user intent, data inputs, human-in-the-loop review, quality thresholds, explain ability needs, privacy considerations, operational risks, and post-launch monitoring requirements.
- Evaluated GenAI and LLM-enabled workflow opportunities by assessing model usage trade-offs, data readiness, user impact, operational feasibility, and responsible AI considerations.
- Partnered with engineering and data stakeholders to shape AI-enabled workflow automation features, including productivity improvement opportunities, product health dashboards, usage metrics, and feedback loops.
- Directed product strategy and roadmap execution for enterprise SaaS / EDI platforms, aligning customer needs, business priorities, technical feasibility, and long-term platform scalability.
- Defined outcome-driven product missions and roadmap governance frameworks, achieving 100% roadmap alignment across engineering, UX, sales, and support stakeholders.
- Authored PRDs, epics, user stories, acceptance criteria, and business cases, translating product strategy into engineering-ready specifications and value-driven backlog priorities.
- Leveraged market intelligence, competitive analysis, and customer insight synthesis to identify differentiation opportunities, unmet market needs, and high-impact product initiatives.
- Partnered with engineering, UX, sales, marketing, and support teams to improve execution alignment, delivery velocity, and shared ownership of product outcomes.
- Defined product health metrics, KPIs, and dashboard requirements to evaluate adoption, workflow quality, execution predictability, and customer value realization.
- Identified AI-enabled workflow automation opportunities to reduce manual effort, improve operational efficiency, and strengthen enterprise platform scalability.
- Improved execution predictability and reduced dependency-driven delays through structured roadmap planning, stakeholder alignment, and proactive delivery governance.

Achievements:

- Achieved 100% roadmap alignment across engineering, UX, sales, and support stakeholders.
- Delivered multiple above-market product initiatives strategically prioritized for competitive advantage.
- Improved execution predictability and mitigated dependency-driven delays by establishing clear product missions.

Onpassive

Product Manager (Hyderabad) (Jan 2022 - Jan 2025)

- Led product execution across development, QA, database, UX/UI, and Business Analyst teams, aligning sprint goals with product vision, release priorities, and business outcomes.
- Mentored Business Analysts on product documentation, workflow diagrams, user stories, acceptance criteria, and requirement clarity, improving quality and consistency of delivery artifacts.
- Partnered with UX/UI teams through grooming sessions to translate product requirements into intuitive user flows, wireframes, feature specifications, and user experience improvements.

4. Facilitated daily stand-ups, backlog grooming, impediment resolution, sprint planning, and cross-functional coordination to improve delivery predictability and team execution.
5. Presented weekly product progress, delivery risks, roadmap updates, and release status to CTO, CEO, PMO, and department heads, improving executive visibility and decision-making.
6. Collaborated with digital marketing and business teams on go-to-market materials, product messaging, launch videos, and promotional assets for product releases.
7. Improved new-user experience by identifying workflow friction, clarifying feature requirements, and aligning UX refinements with product adoption and time-to-value goals.
8. Contributed to on-time and within-budget product launches by coordinating discovery, requirements, UX, development, QA, and launch readiness activities.

Achievements:

- Successfully aligned development, QA, and database teams towards product vision and sprint goals.
- Mentored Business Analysts, leading to an improvement in quality of deliverables.
- Contributed to on-time and within-budget product launches by collaborating with cross-functional teams.

Vaco Binary Semantics LLP

Product Manager (Hyderabad) (Mar 2019 - Jan 2022)

1. Elicited and documented client requirements into BRDs, feature designs, epics, user stories, and acceptance criteria, securing stakeholder sign-off for product delivery.
2. Aligned business requirements with product development for 3+ projects, ensuring product specifications reflected stakeholder goals, technical feasibility, and user needs.
3. Owned and prioritized product backlogs in collaboration with stakeholders, design, and development teams to deliver high-value features and enhancements.
4. Designed dashboards and reports for 5+ products, enabling leadership to track product success metrics, team performance, operational visibility, and improvement opportunities.
5. Partnered with cross-functional teams to refine user stories, acceptance criteria, and product specifications, improving delivery clarity and reducing requirement ambiguity.
6. Facilitated transparent communication with internal and external stakeholders throughout the development lifecycle, improving alignment and delivery confidence.
7. Defined product health and performance tracking mechanisms to support data-driven decisions, continuous improvement, and leadership reporting.
8. Contributed to BUILT Nashville construction finance platform, supporting faster money movement and reduced operational risk across construction and real estate finance workflows.

Achievements:

- Successfully aligned elicited business requirements with product development for 3+ projects
- Designed dashboards that aided leadership team to effectively track product success metrics for 5+ products
- Facilitated collaboration across internal and external teams

Iridium Interactive

Product Owner (Mar 2017 - Mar 2019)

1. Supported Computer Vision-oriented smart city capabilities including facial recognition, video analytics dashboards, surveillance monitoring workflows, adaptive signaling, and traffic automation use cases.
2. Translated Computer Vision and video analytics use cases into business requirements, workflows, dashboards, and stakeholder-ready product specifications for public safety and multi-agency coordination.
3. Worked with AI-enabled visual intelligence solutions where dataset quality, event detection accuracy, operational monitoring, and user trust were important considerations for product design.
1. Managed product ownership for Safe & Smart City and platform consulting initiatives, aligning client goals, user needs, technical teams, and delivery priorities.
2. Supported Hyderabad Safe & Smart City capabilities including integration of 12,000+ surveillance cameras and 100,000+ community cameras to strengthen city-wide safety and monitoring.
3. Contributed to AI-enabled smart city use cases including adaptive signaling, traffic automation, facial recognition, video analytics dashboards, and multi-agency coordination.
4. Analysed video analytics solutions and designed dashboards to improve operational visibility, stakeholder decision-making, and public safety workflows.
5. Conducted user story workshops, captured user needs, defined workflows, and documented requirements for stakeholder sign-off and engineering execution.
6. Championed Agile practices by configuring collaboration tools, training team members, and improving cross-functional delivery coordination.
7. Facilitated collaboration between technical and non-technical stakeholders, improving requirement clarity, project alignment, and delivery efficiency.
8. Developed AgriTech platform capabilities for Syngenta Foundation including market intelligence, commodity price prediction, farmer education, e-commerce, order management, logistics integration, account management, and analytics.

Achievements:

- Ensured project alignment with client goals.
- Improved team collaboration through configuration of collaboration tools
- Documented requirements and defined workflow resulting in clarity and efficiency.

Perigord Premedia Limited

Product Business Analyst/ Project Coordinator (Jan 2016 - Jan 2017)

Coordinate project planning, manage product integrity, formulate responses for RFPs, Manage product requirements

1. Contributed to GLAMS AMS, a Life Sciences artwork management platform designed for regulated pharmaceutical, medical device, and biotech artwork approval workflows.
2. Supported workflow capabilities for artwork creation, change management, approval routing, document control, UAT, compliance tracking, and audit readiness.

3. Improved product quality by coordinating with business users and development teams on UI designs, user acceptance testing, functional testing, bug triage, and product integrity validation.
4. Contributed to GLAMS AMS process improvements that streamlined regulated artwork workflows and supported reduction of artwork revision cycle times by up to 70%.
5. Supported GLAMS AMS 6-style capabilities including BI reporting, linked workflows, task dependency visibility, approval controls, file navigation, and automation-led workflow improvements.
6. Defined use cases and user stories with stakeholders to convert business requirements into functional specifications for development teams.
7. Supported RFP responses and implementation planning, contributing to acquisition and onboarding of key clients.
8. Strengthened compliance-oriented product delivery by supporting validation, testing, defect management, and regulated workflow documentation.

Achievements:

- Supported UI designs and user testing through effective coordination between business users and development teams
- Sustained product integrity through conduct of functional testing and bug triage processes
- Enabled acquisition of key accounts by formulating responses for RFPs

NebuLogic IT Solutions Pvt Ltd

Senior Business Analyst/ Management Representative (Nov 2011 - Dec 2015)

Developed and implemented quality management systems, manages client UAT and Led Project Management Office (PMO) activities

1. Analysed client needs and prepared business and functional requirement documents, translating complex business problems into clear solution features for development teams.
2. Managed client UAT, bug detection, functional validation, and issue resolution, improving product reliability, usability, and release confidence.
3. Led PMO activities including change request analysis, scope estimation, delivery tracking, and project control across implementation initiatives.
4. Facilitated JAD sessions to validate requirement completeness, feasibility, stakeholder expectations, and development readiness.
5. Developed and implemented Quality Management System processes, improving process discipline, documentation consistency, and quality-focused delivery practices.
6. Supported product and project execution by aligning client stakeholders, development teams, and quality processes throughout the delivery lifecycle.
7. Improved development outcomes by ensuring requirements were complete, feasible, testable, and aligned with business goals.
8. Built early foundation in requirements engineering, UAT, functional testing, change management, and quality governance for enterprise software delivery.

Achievements:

- Enhanced product reliability by managing client UAT and bug detection processes.
- Contributed to successful project execution through precise Change Request analysis.
- Optimized development outcomes through JAD sessions and complete and feasible requirements.

SKILLS

Technical Skills: Product Platform Management, Product Lifecycle Management, Product Analytics & Metrics, Roadmap Planning & Prioritization, Requirements Engineering (PRDs, Epics, User Stories), Feature Flagging & Phased Rollouts, Data-Driven Decision Making, KPI, OKR & North Star Metrics, Dashboard Design & Reporting, Data Modeling & Data Structures, Usage Analytics & Funnel Analysis, AI-Powered Product Design, Generative AI Feature Design, AI Workflow Automation, Cloud-Native Architectures, Role-Based Access Control (RBAC), Data Security & Privacy (PII, Compliance Awareness), Audit Logging & Compliance Readiness, Agile Methodologies (Scrum, Kanban), Sprint Planning & Backlog Management, Release Planning & Delivery Governance, Scaled Agile Collaboration, Atlassian JIRA, Atlassian Confluence, Figma / Balsamiq (Wireframing & Prototyping), Analytics & Reporting Tools (Custom Dashboards), Product Strategy & Vision, AI-Powered Product Design, LLM Product Management, Generative AI Workflows, AI Driven User Interactions, Agentic Workflow Automation, Intelligent Decision Support Systems, Ranking Quality Metrics, User Impact Metrics, A/B Testing, Experiment Design, Web Applications

Soft Skills: Cross Functional Leadership, Executive Stakeholder Management, UX/UI Team Collaboration, Business Analyst Mentoring, Product Team Enablement, Stakeholder Communication, Senior Leadership Presentations, Team Alignment, Product Documentation Standards, Performance Tracking, Delivery Predictability, Dependency Management, Workflow Friction Reduction, User Experience Improvement

Core Competencies: Product Vision, Strategic Thinking, Cross-Functional Leadership, Stakeholder Management, Market Analysis, Product Development Lifecycle, Prioritization, Requirements Gathering, Agile Methodologies, Data-Driven Decision Making, Product Strategy, Roadmap Ownership, Go-to-Market Strategy, Product Launch Planning, Customer Discovery, User Research, Customer Insights Synthesis, Activation Funnel Optimization, Platform Modernization, AI Product Strategy, User Impact Measurement, Product Experimentation

EDUCATION

Indian Institute of Management, Kolkata (Jul 2007 - Jun 2009)
MBA/PGDM (International Business)

Jawaharlal Nehru Technological University (JNTU) (Aug 2001 - Jul 2005)
B.Tech/B.E. (Computers)

CERTIFICATIONS

- Certified Business Analyst Professional (CBAP) (2016)

ACHIEVEMENTS

- Pivotal role in two major product releases, contributing to successful launch and market penetration of innovative software solutions.
- Led five project implementations, achieving significant improvements in operational efficiency and customer satisfaction.
- Developed Social Impact Solutions such as Community Health Entrepreneur Platform Consulting, Agri Entrepreneurship Platform Consulting and OSKILL - Ensuring Education to all.

PROJECTS

Community Health Entrepreneur Platform Consulting - Improving health of Citizens - Ministry of Health, Kenya

- Community Health Entrepreneur Platform Consulting - Ministry of Health, Kenya
- Spearheaded a social impact project from [Start Date] to [End Date] to enhance citizen healthcare within Kenya.
- Focused on ensuring consistent follow-ups with citizens and tracking comprehensive health reports.
- Aimed to eliminate Tuberculosis and AIDS, facilitating community development and growth.
- Role: [Specify Role]
- Tech Stack :[Specify Tech Stack if Known.]

Agri Entrepreneurship Platform Consulting - Doubling Farmers Income - Syngenta Foundation

- Agri Entrepreneurship Platform Consulting - Syngenta Foundation
- Developed a social impact solution designed to address critical issues faced by farmers, from [Start Date] to [End Date]
- Facilitated market access, improved market intelligence, and enhanced the quality of training programs for farmers.
- Enable effective crop planning strategies to significantly improve farmers' incomes
- Role: [Specify Role]
- Team Size: [Specify Team Size if Known]
- Technologies:[Specify Technologies]

OSKILL - Ensuring Education to all

- OSKILL - Ensuring Education to all
- Developed a platform from [Start Date] to [End Date] to broaden educational access for learners globally, particularly in remote regions.
- Designed to empower individuals, support families, and foster community development through education.
- Role: [Specify Role]
- Technologies:[Specify Technologies]

OCademy - Digitizing Universities/Institutions

- OCademy - Digitizing Universities/Institutions
- Developed a university digitization solution from [Start Date] to [End Date]
- Empowered universities to conduct online classes and improve student engagement.
- Offered an effective way to manage student performance monitoring
- Role: [Specify Role]
- Technologies:[Specify Technologies]

BUILT - Powering Smarter Construction Finance - BUILT Nashville

- BUILT - Powering Smarter Construction Finance - BUILT Nashville
- Worked on a project contributing to smarter and faster money flow for the construction and real estate sector from [Start Date] to [End Date]
- Aided in reducing operational risk for construction and real estate finance ecosystem
- Role: [Specify Role]
- Technologies:[Specify Technologies]

Hyderabad Safe & Smart City - Hyderabad Commissionerate of Police

- Hyderabad Safe & Smart City - Hyderabad Commissionerate of Police
- Integrated 12000+ surveillance cameras and 100000+ community cameras
- Enhanced city safety and security
- Implemented AI-based systems for adaptive signaling and traffic automation.
- Used for Facial recognition and multi-agency platform.
- Role: [Specify Role]
- Dates: [start Date]-[end Date]

GLAMS - Artwork Labelling Solution

- GLAMS - Artwork Labeling Solution
- Developed a unique solution tailored to the life science industry From [start Date] to [end Date]
- Focused on Artwork Labeling
- Role: [Specific Role]
- Technologies: [list of technologies used]

Syngenta Foundation

- Syngenta Foundation
- Developed market intelligence module aiding price prediction for agricultural commodities.
- Created learning modules for byte-sized farmer education
- Built a user-friendly e-commerce platform from [start Date] to [end Date]
- Enabled farmers to buy farm inputs online.
- Integrated order management system and ensured shipping and logistics integration
- Enabled features to manage accounts, and track analytics
- Role: [Specify User Role]
- Team size:[Number of Team members]

HOBBIES

Strategic board games, Technology blogging, Analyzing market trends

LANGUAGES

