

SAHIL DUA

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Product Manager who builds. 5+ years shipping 0-to-1 AI, platform, and marketplace products: founded and exited an inventory intelligence platform, launched a US tutoring marketplace to 120K users and \$1.5M ARR in six months, and scaled an agentic document intelligence platform to 100K+ documents/month at 95%+ accuracy.

EXPERIENCE

Lead Product Manager | ProductSquads Technolabs Feb 2025 - Sep 2025

- Scaled an agentic document intelligence platform to 100K+ documents/month across 15+ formats at 95%+ accuracy; led engineering, ML, and review-ops teams to cut turnaround 70% via automated reviewer-feedback quality loops.
- Cut new document-type onboarding to same-day, zero-code configuration by choosing a schema-driven retrieval layer over 6+ planned per-format parsers after root-causing 200+ extraction failures to long-tail variance.
- Sustained 95%+ accuracy as document types scaled by building the LLM evaluation framework that governed model selection, prompt tuning, and roadmap priorities across retrieval, confidence thresholds, and human review.
- Cut QA effort 40% by partnering with engineering and QA teams to ship an API test automation platform, aligning stakeholders on integration and release priorities.

Founder and Product Lead | Closphere Dec 2023 - Jan 2025

- Founded, scaled, and exited (technology/IP acquisition) a bootstrapped inventory intelligence platform, growing to 63 paying business customers and 1K+ users with zero paid acquisition while driving 60% growth in repeat orders.
- Pivoted to an ERP-agnostic intelligence layer after customer insights from 50+ discovery interviews showed they would not replace existing systems; shipped native integrations that cut customer onboarding from 4+ weeks to 3-7 days.
- Lifted inventory record accuracy from ~75% to 95%, cut stockouts 32%, and reduced reconciliation time 70%+ by shipping entity resolution, smart replenishment, and location-aware fulfillment logic.

Product Manager | Supreme Components International Aug 2023 - Dec 2023

- Shipped the company's first LLM product in production, an email-to-quote workflow with intent classification, guardrails, and human review, cutting time-to-quote from 18 hours to under 1 hour and 15 days to under 3 for out-of-stock RFQs.
- Reduced logistics costs 22% and generated 60% incremental quarterly revenue by relaunching IoT shipment tracking and feeding real-time signals into demand forecasting to position inventory against live demand.

Product Manager | Filo Edtech Aug 2022 - Aug 2023

- Launched the US tutoring marketplace 0-to-1, reaching 120K users and \$1.5M ARR in six months by defining US-specific matching, pricing, and onboarding after user research ruled out porting India's system.
- Lifted activation 35% and sign-ups 125% QoQ, reaching a 3%+ conversion rate, through 10+ A/B experiments grounded in 100+ user interviews, funnel analysis, and competitor audits.
- Partnered with design, engineering, and analytics to ship persistent chat, session notes, and 3D visualizations, fixing activation drop-offs in session continuity on a platform serving 3.3M+ users at 250K DAU.

Product Analyst | KPMG Sep 2021 - Aug 2022

- Built analytics products for 15+ enterprise clients that informed launch prioritization, GTM expansion, and portfolio investment decisions.

Assistant System Engineer | Tata Consultancy Services Feb 2021 - Sep 2021

- Designed and optimized ETL pipelines for Fortune 500 retail clients, automating reporting workflows and improving data reliability.

EDUCATION

University of Washington, Seattle, WA Sep 2025 - Aug 2026

Master of Science in Information Management (Product and Artificial Intelligence Specialization)

Amity University, Noida, India Jul 2016 - Jun 2020

Bachelor of Technology (Computer Science and Engineering)

CORE SKILLS

Product:	Product Strategy & Vision, Roadmap & Prioritization, Product Discovery & Customer Insights, Experimentation & A/B Testing, 0-to-1 Launches, Go-to-Market, Pricing, Human-in-the-Loop Design
AI Systems:	Agent & LLM Evals, RAG, Agentic Workflows, MCP, Context Engineering, Guardrails, LangChain/LangGraph
Technical:	SQL, Python, API Design, Prototyping (Claude Code), Amplitude/Mixpanel, AWS/Azure