

SAHIL DUA

Technical Product Manager | AI Platforms & Enterprise Products

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Technical Product Manager with 5+ years building and scaling products across AI platforms, enterprise SaaS, and marketplaces. Scaled an enterprise document intelligence platform to 100K+ docs/month at 95%+ accuracy, founded and exited an inventory intelligence SaaS through a technology sale, and launched a tutoring marketplace to 120K users and \$1.5M ARR in six months. Completing an MS in Information Management (Product and AI) at the University of Washington, August 2026.

EXPERIENCE

Lead Product Manager | ProductSquads Technolabs Feb 2025 - Sep 2025

- Owned strategy and roadmap for an enterprise document intelligence platform, scaling processing to **100K+ docs/month at 95%+ accuracy** while reducing **turnaround time by 70%**.
- Defined end-to-end processing architecture across ingestion, classification, extraction, validation, and exception handling; introduced confidence thresholds and complexity-based model routing to balance accuracy, latency, cost, and automation.
- Analyzed **200+ failed extractions** and replaced six planned format-specific parsers with a schema-driven retrieval architecture, turning new-variant onboarding into a configuration change and reviewer corrections into system-level quality loops.
- Established an LLM evaluation framework using annotated benchmark datasets to measure extraction accuracy, hallucination rate, and confidence calibration, guiding model selection, prompt iteration, retrieval tuning, and release decisions.

Founder and Product Lead | Closphere Dec 2023 - Jan 2025

- Founded and exited an inventory intelligence SaaS through a technology sale, scaling to **1K+ users across 63 paying companies**.
- Led **50+ customer discovery interviews** and identified fragmented ERP and inventory systems as the primary barrier to operational visibility, repositioning product strategy from ERP replacement to an ERP-agnostic intelligence layer.
- Designed a canonical inventory model and reconciliation layer across Tally, Zoho, Vyapar, and customer systems, improving **inventory record accuracy from 75% to 95%+**.
- Launched replenishment optimization that reduced **stockouts by 32%**, while native integrations and automated reconciliation cut onboarding from **6+ weeks to <7 days**.

Product Manager | Supreme Components International Aug 2023 - Dec 2023

- Built the company's first AI-powered sales workflow across **8K+ RFQs/month**, combining intent classification, manufacturer part number extraction, inventory matching, and quote routing to cut in-stock quote turnaround from **18 hours to <1 hour**.
- Defined confidence tiers, price floors, escalation paths, and human overrides that enabled commercial adoption of the workflow, reducing out-of-stock RFQ turnaround from **15 days to <3 days**.

Product Manager | Filo Edtech Aug 2022 - Aug 2023

- Launched and scaled the US tutoring marketplace from zero to **120K users and \$1.5M ARR** in six months, on a global platform serving 3.3M+ users and 250K DAU.
- Rejected a lift-and-shift of India's matching logic and designed US-specific matching around tutor liquidity, subject, pricing dynamics, geography, and session intent, fulfilling **98% of requests in <45 seconds** against a 60-second target.
- Identified activation drop-offs through 100+ user interviews, funnel analysis, and cohort data, then partnered with design and engineering to ship onboarding and session-continuity improvements that increased **activation by 35%**.

Product Analyst | KPMG Sep 2021 - Aug 2022

- Led product discovery and analytics-driven initiatives for 15+ Fortune 500 and late-stage technology clients, translating workflow bottlenecks into roadmap and launch decisions.

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

- Built batch and streaming data pipelines for enterprise systems, with scheduling, backfills, retries, and idempotent processing.

SELECT PROJECT

Kindred - AI-powered Patient-Therapist Matching Platform

Drove the product from discovery to a prototype, defining positioning, matching, and scheduling logic; reached the investment round at the UW Dempsey Startup Competition (top 39 of ~200 teams) and won Best Marketplace Idea, sponsored by eBay.

EDUCATION

University of Washington, Seattle, WA Sep 2025 - Aug 2026 (Expected)

Master of Science in Information Management, Product and Artificial Intelligence Specialization GPA: 3.87/4.0

Amity University, Noida, India Jul 2016 - Jun 2020

Bachelor of Technology, Computer Science and Engineering CGPA: 8.48/10

CORE SKILLS

Product: Product Strategy, Roadmap & Prioritization, Product Discovery, Go-to-Market, 0-to-1 Launches, Experimentation & A/B Testing, Pricing, Human-in-the-Loop Design

AI Systems: LLM Evaluation, RAG, Agentic Workflows, MCP, Context Engineering, Guardrails, LangChain/LangGraph

Technical: SQL, Python, API Design, System Design, Data Pipelines, Prototyping, Amplitude/Mixpanel, AWS/Azure

Certifications: Microsoft AI & ML Engineering Professional, Microsoft Azure Solutions Architect Expert (AZ-305)