

Ashutosh Ranjan

Product Manager | AI Products, Strategy & Growth

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SUMMARY

Product Manager with 4+ years turning business problems into shipped outcomes across tech, insurance, and market research industry, with experience building 0 to 1 GenAI products (RAG systems, AI agents, automation) and owning the full arc from strategy and roadmaps to working prototypes.

EXPERIENCE

Product Strategy Manager, CEO's Office at Jasper Colin

Gurgaon | Apr 2025 – Present

Working with the CEO and senior leadership across business functions to drive key initiatives and growth plans, focusing on product strategy, roadmapping, new product development, and workflow/process automation.

- Cut proposal drafting from 8 hours to 40 mins & lifted per-rep outreach 6× by launching JC Engage, an LLM-based portal that automates the client intelligence & personalized outreach pipeline, cutting analyst research & design time.
- Eliminated 90% of client email threads and 8 hours/week of manual reporting by building and launching a client delivery portal from 0 to 1, replacing email and spreadsheet tracking with a single view of milestones, approvals, and deliverables.
- Built a B2B moderator marketplace 0 to 1, from market sizing and ICP through to a phased build with an 8-person engineering and design pod.
- Cut post-call follow-ups 40% by shipping a real-time sales assistant that answers client questions on live calls, using RAG over 2,000+ proposals and capability docs at 95% answer accuracy.
- Grew qualified leads 5× at a 35% higher reply rate by building a signal-based lead engine that scans the market for hiring, funding, and launch signals to discover net-new prospects and identify contacts.
- Reduced RFQ quote turnaround from 4 hours to 15 minutes by automating bid response with LLM-based extraction of audience, sample, and timeline criteria and an ML pricing model trained on historical bids.

Risk Management Intern at Universal Sompoo General Insurance

Mumbai | Apr 2024 – May 2024

Worked in the Risk Control Unit. Learned about the insurance industry and its products. Introduced ML-driven fraud detection in insurance claims.

- Improved claims-processing accuracy 40% over manual/rule-based methods by building RiskRadarAI, an ML-based claims-scoring app. Demoed to the CTO & RCU Head.
- Got 4 high-impact features approved for development while reviewing the BRD for the new Investigation module.
- Lifted fraud-flag accuracy 10% by defining and shipping new triggers in the fraud-detection engine.

Software Engineer I at Avaya

Pune | Jul 2019 – Jul 2022

Developed applications and owned performance-testing infrastructure for Avaya's enterprise telephony servers and its flagship contact center product.

- Reclaimed 40+ man-hrs/month by designing & building an automation portal orchestrating the end-to-end test pipeline.
- Cut deployment time 75% by re-architecting the deployment process for a call-traffic-generator product.
- Eliminated 80% of the manual effort by shipping a debug-logging application that closed long-standing workflow gaps.
- Expanded test coverage 60% by automating customer-engagement scenarios for Avaya Aura® Call Center Elite.
- Saved 20+ hours a month by replacing manual extension configuration in System Manager with a bulk-operation tool.
- Selected 1 of 20 globally, across 7,000+ employees, for the Avaya Accelerate program.

EDUCATION

MBA (PGP), Indian Institute of Management Ahmedabad (IIMA) | NIRF #1

Jun 2023 – Mar 2025

B.Tech, Vishwakarma Institute of Technology (VIT), Pune | NAAC A++

Jul 2015 – May 2019

SKILLS

Product: Product Strategy · Technical Product Management · Roadmapping · North-Star Metrics · Product Discovery & User Research · Jobs to be Done (JTBD) · A/B Testing & Experimentation · MVP Definition · PRDs/BRDs · Prioritization (RICE) · OKRs · GTM Strategy · Product-Led Growth · Market Sizing · Competitive Analysis · Stakeholder Management · Executive Communication · Cross-Functional Leadership · Agile

AI & Engineering: GenAI (LLMs, RAG, AI Agents & Agentic Workflows, Evals, Prompt & Context Engineering, MCP, Vector DBs & Embeddings, Tool Calling) · Responsible AI · Python · SQL · Bash · FastAPI · LangChain · n8n · OpenAI API · Git · APIs & System Design · Machine Learning · NLP

Analytics & Tools: Product Analytics (Cohort & Funnel) · Business Intelligence · Data Visualization · Mixpanel · Amplitude · Google Analytics (GA4) · Tableau · Power BI · Excel · Figma · JIRA · Confluence · Notion · Miro · UserTesting · SurveyMonkey · HubSpot