

Ashutosh Ranjan

Product Manager | AI Products, Platforms & Automation | Strategy & Growth

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SUMMARY

Product Manager with 4+ years spanning product and engineering, building 0 to 1 AI products, platforms, and workflow automation solutions in the technology, insurance, and market research industries. Skilled in product discovery, roadmapping, prototyping, and launch, with hands-on work on RAG systems, AI agents, and automation, and end-to-end ownership from customer problem to measurable business impact.

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 creation from 8 hours to 40 minutes** and increased per-rep outreach 6x by launching JC Engage, an LLM-powered client-intelligence and personalized-outreach platform.
- **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 by 40%** by shipping a real-time sales assistant that answers client questions on live calls, using RAG across 2,000+ proposals and capability documents, achieving 95% accuracy in evaluations.
- **Grew qualified leads 5x** 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 Sampo General Insurance

Mumbai | Apr 2024 – May 2024

Worked in the Risk Control Unit and introduced ML-driven fraud detection in insurance claims.

- **Improved claims-processing accuracy by 40%** versus manual/rule-based methods by building RiskRadarAI, an ML-based claims-scoring app. Demoed to the CTO & RCU Head.
- **Secured approval for 4 high-impact features** while reviewing the BRD for the new Investigation module.
- **Improved fraud-flag accuracy by 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.

- **Saved 40+ engineering hours a month** by designing and building an automation portal orchestrating the end-to-end test pipeline.
- **Cut deployment time by 75%** by re-architecting the deployment process for a call-traffic-generator product.
- **Eliminated 80% of manual effort** by shipping a debug-logging application that closed long-standing workflow gaps.
- **Expanded test coverage by 60%** by automating customer-engagement scenarios for Avaya Aura® Call Center Elite.
- Selected for the Avaya Accelerate program as **1 of 20 employees globally from 7,000+**.

EDUCATION

MBA (PGP), Indian Institute of Management Ahmedabad (IIMA)

Jun 2023 – Mar 2025

B.Tech, Vishwakarma Institute of Technology (VIT), Pune

Jul 2015 – May 2019

SKILLS

Product: Technical Product Management · 0 to 1 Product Development · B2B SaaS · Product Strategy · Product Lifecycle Management · Product Discovery · User Research · Wireframing & Prototyping · User Experience (UX) · Minimum Viable Product (MVP) · Roadmapping · Product Requirements (PRDs & BRDs) · User Stories · Backlog Management · Prioritization · Agile, Scrum & Sprint Planning · Product Launch · Go-to-Market (GTM) Strategy · Market Analysis · Competitive Analysis · Cross-Functional Collaboration · Stakeholder Management

Data & Analytics: Product Analytics · Data Analysis · Key Performance Indicators (KPIs) · Objectives & Key Results (OKRs) · North Star Metrics · A/B Testing & Experimentation · Funnel & Cohort Analysis · SQL

AI & Engineering: Generative AI (GenAI) · Large Language Models (LLMs) · Prompt Engineering · AI Agents · AI Evals · Retrieval-Augmented Generation (RAG) · Vector Databases · LangChain · n8n · Python · C++ · APIs · System Design · Linux · Machine Learning (ML) · Natural Language Processing (NLP)

Tools: Tableau · Power BI · Figma · JIRA · Confluence · Mixpanel · Amplitude · Google Analytics (GA4) · Notion