

Product manager with a computer-science foundation, three years shipping regulated financial software, and an MBA from IIT Kharagpur. Delivered the first client go-live of an institutional fund-accounting platform that scaled from 46 to 500+ funds, then rebuilt how a national healthcare product tracked compliance against 1,600+ regulations. Now sells into an AI-led enterprise delivery portfolio — a direct read on what buyers fund versus what merely demos well. Independently ships an LLM product built around a deterministic correctness gate and a 100-case eval suite that runs nightly in CI.

SELECTED AI PRODUCT WORK

Clarity — Independent Product Project

2026

Product, research and engineering · *Financial ledger replacing a 16-month Excel workflow at a dental clinic. One production user, ~900 live transaction records.*

- Shipped an **LLM narration feature behind a deterministic correctness gate** — a pure function that traces every numeral in model output back to source data and discards unfaithful output before display. A fabricated figure cannot reach the user, regardless of which model produced it.
- Built a **100-case golden-set eval harness** across four failure categories with seeded deterministic generation; it runs nightly in CI and **fails the build** on any faithfulness miss. Its first full run caught a real production defect — 86/100 passing, the model inventing derived percentages instead of quoting given values — diagnosed, fixed with a prompt constraint, written up as a post-mortem.
- **Reframed the project's central metric through user research.** The roadmap was organised around a 32.6s vs 7s task-time gap; a user interview established that the baseline workflow performed strictly less data entry, invalidating the comparison. Retired the metric and redirected the roadmap to the user's stated priorities.
- **Separated blocking from non-blocking quality signals** — deterministic faithfulness gates the release; LLM-as-judge tone scores inform iteration but never block. Faithfulness pass rate, p95 latency and per-call cost are tracked as first-class release criteria on event-level instrumentation. Established that provider quotas were enforced **per-model rather than in aggregate** (20/day vs 500/day) and designed an eight-model degrading fallback chain so ~200 nightly calls complete without manual intervention or a paid tier.

EXPERIENCE

Hexaware Technologies

India

Business Development Manager — New Logos

May 2025 – Present

- Own net-new enterprise acquisition end to end: qualify, pursue, close, then run the account through early delivery before handover to account management.
- **Closed 6 new logos**, including a multilateral development institution, a clinical-trial technology provider, and a healthcare SaaS platform.
- Build the deal narratives and business cases frontline sellers carry into **VP and C-suite** conversations — positioning, differentiation, and the argument for why now.
- Sell into an AI-led software delivery portfolio, developing a direct read on which AI capabilities enterprise buyers will actually pay for.

Senior Management Trainee — Hexaware Future Leaders

May 2024 - Apr 2025

- Selected into Hexaware's leadership programme for graduates of India's top business schools; rotated through client-facing roles before moving into new-logo sales.

Optum

Gurugram, India

Product Management Intern

May 2023 - Jun 2023

- Supported a major redesign of **myuhc Find and Compare Care**, an experience that had to satisfy **1,600+ state and federal regulations**.
- Rebuilt how regulatory requirements were tracked** against the design, cutting compliance tracking overhead by **53.8%**, and built a dynamic dashboard giving the product team a live view of regulatory coverage.
- Identified and **redesigned 15 critical UX and process gaps** blocking the update.

Temenos

Bengaluru, India

Senior Software Engineer

Jul 2021 - Jun 2022

Software Engineer · Development Intern

Jan 2019 - Jun 2021

- Built and supported the IBOR implementation of Temenos MultiFonds Fund Management, a fund-accounting platform used by global custodians in a heavily regulated domain.
- Delivered the **first client go-live on the platform**, migrating 46 funds to production; the deployment subsequently scaled past **500 funds**. Recognised with the company's GEM (Going the Extra Mile) award.
- Translated client requirements into technical solutions, closed implementation gaps, and provided direct technical support to enterprise clients.

SKILLS

AI / ML product LLM evaluation design, golden-set construction, faithfulness and hallucination guardrails, LLM-as-judge, prompt design and constraint, model selection under quota and latency limits, structured output, cost/latency tradeoff analysis, local vs hosted inference evaluation

Product User research and interviewing, metric definition and instrumentation, roadmap prioritisation, regulatory and compliance-constrained design, requirements and scoping, executive stakeholder management

Technical TypeScript, React, Next.js, SQL/PostgreSQL, Supabase, Git/CI, Vitest, REST APIs

EDUCATION

MBA · Vinod Gupta School of Management, IIT Kharagpur

2022 - 2024

B.Tech, Computer Science · SRM Institute of Science and Technology

2015 - 2019

85.55%, First Class with Distinction. Elected Vice-President, then President, of CHIPSET (campus technical society).

COMMUNITY & AWARDS

- Mozilla — Community Volunteer** (2016–2021): organised web and digital literacy campaigns across Chennai, Vellore, Bangalore and Kolkata. Led #HelloWeb in the Baghaar landfill community of Kolkata with Don Bosco Liluah and the Bagheera Project, delivering free computer literacy — **covered by Hindustan Times**.

- **GEM Award**, Temenos (2020) — first client go-live on IBOR. **Special Mention**, Startup Weekend Chennai (2017) — AR/VR in education.
- Certifications: Corporate Finance Fundamentals (CFI); Lean Six Sigma White Belt (CSSC). Languages: Bengali, English (native/bilingual), +2.