

# Ankit Agarwal

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## SUMMARY

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Product Leader with 16 years of experience in digital transformation and AI-powered solutions across web and mobile platforms. Proven track record in building scalable 0 to 1 products, driving user-centric innovation to meet business goals. Skilled in managing stakeholders across geographies and leading cross-functional teams to create and execute complex product roadmaps. Committed to professional growth by developing AI-focused proof-of-concept projects to enhance knowledge of emerging technologies and consumer behavior.

## WORK EXPERIENCE

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### Product Manager

Jul '22 - Present

COTECNA INSPECTIONS INDIA PVT. LTD.

India

*Web & Mobile Applications | Testing, Inspection, and Certification Domain*

- Defined and executed strategic **product vision** by launching a real-time tracking feature that addressed critical visibility gaps in operations, directly contributing to the closure of a **\$1.1M client deal in the European market**.
- **Secured \$1M in cross-regional investment** through a data-backed strategy and **product roadmap, aligning cross-geo stakeholders** and global business goals with operational efficiencies and market expansion initiatives.
- **Revamped UX** on the Lab Information Management System (LIMS) by leading user research initiatives and addressing core pain points - **boosting system usage from 15% to 95% within one month**.
- **Led international market user discovery** for a new import registration and certification platform by conducting stakeholder interviews across multiple countries, delivering an MVP that **attracted two government pilot programs**.
- **Built an AI-powered compliance ecosystem**, integrating manufacturers, regulatory agencies, and end-users into a single platform - **achieving 5x improvement in regulatory oversight** through intelligent surveillance.
- Enhanced workflow efficiency by **designing and developing a user-validated PDF reporting feature** that **cut processing time by 70%, resulting in a 2x increase in application adoption within six months**.

### Product Manager

Jun '18 - Jul '22

Kreate Energy (I) Pvt Ltd

New Delhi, India

*Web and Mobile Applications | Energy Sector*

- **Drove full-cycle product development from 0-to-1, launching a B2B SaaS energy trading platform** that rapidly **captured 35%** of the Indian market on day one, directly contributing to a **9% increase in annual company revenue**.
- **Optimized mobile trading workflows** by identifying friction points in time-sensitive energy transactions and **delivering a mobile-first order creation feature**, resulting in a **98.7% increase in app-based trades during peak periods**.
- **Led AI-driven product innovation** by designing and implementing machine learning models for a renewable energy forecasting solution, enhancing prediction **accuracy by 7% and generating \$1.2M in cost savings for clients**.

### Business Development

Aug '10 - Jun '18

Tata Power Trading Company Limited

Noida, India

*Marketing, Business Development & Project Management | Energy Sector*

- **Led system transformation initiatives** by translating complex requirements into user-centric system architecture, spearheading **India's first SAP implementation customized for the nuanced needs of the energy trading ecosystem**.
- Executed high-impact growth strategies, leading integrated sales and marketing campaigns that resulted in a **400% increase in business revenue** over five years through targeted market expansion and strategic partner engagement.
- Identified operational inefficiencies and **developed an end-to-end order management system** for the Green Energy E-Certificate market that streamlined workflows and enhanced cross-team coordination, **handling 200+ daily orders**.

### Founder

Jun '07 - Jun '08

e-Oriel Solutions

New Delhi, India

*Startup - E-commerce Solutions for Small Businesses*

- Built a customer-first business model by delivering customized online presence solutions tailored to the unique needs of small and local businesses, resulting in increased customer acquisition, retention, and recurring revenue.
- Recognized market gap for affordable e-commerce solutions and developed product strategy that **delivered 70% month-on-month revenue growth within six months**

## EDUCATION

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<b>MBA in Information Technology</b> , IMT Ghaziabad	Jun '08 - Apr '10
<b>B-Tech in Electrical &amp; Electronics</b> , Uttar Pradesh Technical University	Aug '03 - Jun '07

## CERTIFICATIONS

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<b>HelloPM AI Product Management Program</b> , HelloPM	Jul '25
<b>Post Graduate Certificate in Digital Marketing</b> , MICA, Ahmedabad	Jan '19

## PROJECTS

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### **AI Tool - Natural Language Database Query & Visualization** Aug '24

- Designed and developed an interactive tool leveraging Python, Streamlit, and the Google Gemini API to enable users to generate custom visualizations using plain English questions, effectively **bypassing the need for SQL knowledge and cutting down Visual Dashboard development time by 100%**  
**Key Technologies:** Python, Streamlit, Pandas, Google Gemini API.

### **AI Tool - Image Analyzer & Curation Assistant** [Link](#) Mar '25

- Designed and built a multi AI agent tool enhancing user capability to objectively evaluate photo quality and streamline digital asset management, **solving users problems of tackling wasted storage due to duplicate and unusable photos.**  
**Key Technologies:** Python, Streamlit, OpenCV, Pillow, NumPy, Pandas, ImageHash, Google Gemini API.

### **Minimalist Meditation iOS App** [Link](#) Jan '25 - Present

- Conceptualized and engineered an iOS app that **minimized user decision-making** through a streamlined interface, cut down meditation initiation steps to just 2-3 taps, effectively **addressing a key UX challenge in app space.**  
**Key Technologies:** Xcode Swift

### **Adaptive AI-Powered LinkedIn Content Generator Agent** Apr '25 - Present

- AI agent addressing the **challenge of consistently generating high-quality, engaging, and contextually relevant LinkedIn Reposting content** at scale while overcoming the static nature of pre-defined AI prompts through continuous human feedback.  
**Key Technologies:** Docker, n8n, Google Sheets API, Gemini API, Gemma 3 LLM,

## SKILLS

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**Product Management:** Product Strategy & Vision, B2B SaaS Product Management, AI-Powered Product Development, User-Centered Design, Digital Transformation, Mobile & Web Application Development, Go-to-Market, MVP Design and Validation, Agile Product Development, Stakeholder Management, UX Design, Wireframing

**Tools:** Figma, n8n, Roadmunk, Visual Studio Code, Miro, Xcode, Google Analytics, Mixpanel

**Technical Stack:** Python, SQL, Visual Basic, TensorFlow, Streamlit, MLOps, Roadmunk, Swift, n8n