

ANKIT NANDWANI

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Lead Product Manager | Agentic AI Platforms · Enterprise B2B SaaS · Zero to Scale

Portfolio: ankit-nandwani.com · case studies of the AI products and agents I have built

Product leader building **enterprise AI platforms from zero to scale**, with 6 years in product and nearly 3 in strategy consulting. Joined Present.ai as the second PM, helped grow it to **\$20M+ ARR**, and now lead PMs shipping agentic AI for Fortune 500 clients.

PROFESSIONAL EXPERIENCE

Present.ai (\$400M valuation, B2B Enterprise SaaS)

Bengaluru, India (Remote)

AI powered enterprise communications platform serving Fortune 500 biopharma companies across 150+ organizations.

Lead Product Manager (Double promotion, bypassing Senior PM; extended leadership team)

Jan 2025 to Present

- Managed and mentored **6 PMs** with clear ownership across agentic AI, search and compliance; 2 earned double promotions.
- Found claims verification as a top pain point with US pharma SVPs and Medical Affairs leaders; built a RAG solution with LLM as judge evals, cutting review **from 4 hrs to <30 min** and opening \$100K+ ARR.
- Built AI Colleague end to end with PMs shipping on Claude Code with minimal engineering: a multi agent platform where agents act autonomously, from flagging at risk deals to publishing release notes, saving **\$1M+ a year**.
- Grew company wide AI adoption: **500+ employees** at 90% weekly repeat use; agents grounded in company data and tools.
- Pioneered a Product Builder model where PMs take AI agents from customer problem to production on AWS; trained 2 PMs in 6 months; an agentic poster workflow cut cost **from \$50K to <\$10K** per project.
- Ran the Product Advisory Board through **50+ interviews** at AbbVie and Gilead, turning customer evidence into roadmap calls: dropped compliance features and prioritized in demand capabilities.

Product Manager (Promoted ahead of cycle, bypassing Associate PM)

Jan 2023 to Jan 2025

- With a **\$1.2M customer** about to churn over broken search, broke the problem down and rebuilt slide search from scratch.
- Cut "No Results Found" **from 10% to <1%** using SOLR hybrid vector search with Gemini embeddings and BLIP captions.
- Owned **Contextual Intelligence** for ASTRID AI, tuning biopharma outputs; coauthored and published the white paper ([Link](#)).
- Won our **first \$5M** in contract value by scaling the Slide Library to 10M+ slides with a 20+ person design and content team.
- Lifted discoverability for **12,000+ weekly users** by building product analytics from scratch in Amplitude and QuickSight.

Product Specialist (Second PM hire, Seed Stage)

Mar 2021 to Jan 2023

- With no roadmap in place, built one from market research and customer interviews, scaling **2 pilots to 50,000+ users**.
- Reporting directly to the CPO, set up the **product process** from scratch: PRDs, sprint planning and release cadence.

ZS Associates

Gurugram, India

Global management consulting firm specializing in commercial strategy and analytics for Fortune 500 pharma clients.

Associate Consultant, Commercial Analytics (promoted from Decision Analytics Associate)

Jul 2018 to Mar 2021

- Drove commercial strategy with senior pharma executives for the first ever injectable HIV treatment (now \$700M+ annually) and DOVATO, which grew **from \$30M to \$2.3B** by 2024.
- Developed k means segmentation across 100,000+ physicians and a predictive early adopter model for ViiV's DOVATO launch; of ~600 shortlisted, **60%+ prescribed** within 6 months.
- Designed marketing mix optimization models for Bayer to allocate a **\$25M European budget** across TV, digital and in person channels, using statistical modeling to find diminishing returns.
- Coached **3 associates** (2 in India, 1 in the US) on data storytelling and client communication.

EDUCATION

PEC University of Technology, Chandigarh

2014 to 2018

B.Tech in Industrial Engineering · GPA: 9.01/10 · Merit Scholarship · Department Rank: 2

SKILLS

Agentic Systems: Multi Agent Orchestration, Tool Calling, RAG, LLM as Judge Eval, Guardrails, Hybrid Vector Search

Build and Data: Claude Code, Replit, AWS, SOLR, Gemini Embeddings, BigQuery, SQL, Python, Amplitude, QuickSight, Tableau