

AMIGO FERNANDES

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AI & DATA PRODUCT MANAGER

Results-driven Technical Product Manager with over a decade of experience in B2B SaaS platform product management, specializing in 0-1 development and Generative AI integration. Proven track record of bridging the gap between business objectives and engineering capabilities to launch and scale technical products. Adept at translating high-level requirements into detailed technical specifications, leading cross-functional agile teams, and driving data-driven product decisions.

SKILLS

- **Technical Product Management:** B2B SaaS, PowerBI, API Products & Platform Development, REST APIs, Nascent ERP Integration, System Architecture, Database Management, Third-Party API Integration, Agile Methodologies
- **Agentic AI & Data:** Generative AI Integration, NLP, Medallion Architecture, Analytics & Reporting
- **Product Process:** Product Lifecycle Management, Requirements Gathering & Prioritization, User Stories & Technical Specifications, Market & User Research, Go-to-Market (GTM) Strategy, Performance Monitoring (KPIs, Metrics)
- **Tools:** JIRA, Confluence, Aha!, Product Management Tools, FIGMA, MongoDB Basic, Matomo, HubSpot, Gainsight

PROFILE SUMMARY

- Lead Product Manager for 6 Resilinc modules viz Data Ingestion, REST APIs, Global Supplier Network (GSN), Assessments, Risk and Generative AI products.
- Generated a total of \$7M in revenue through GSN alone.
- Integrated Generative AI and NLP into flagship products, reducing report generation times and winning the Vista Generative AI Hackathon 2023.
- Managed \$19M in enterprise accounts, achieved 98.93% renewal rates, and defined KPIs to align product strategy with customer needs, driving retention and adoption.
- Led roadmap prioritization, coordinated with engineering and design teams, and presented at advisory boards to guide product strategy based on industry insights.

AWARDS & RECOGNITIONS:

- Generative AI Change Agent Award July 2025
- Team Award from Resilinc: Vista GenAI Global Hackathon 2023 Winner for Best Overall Idea, Architecture, and Presentation, recognizing platform innovation.
- Most Valuable Player x8: Supplier Screening Reports + Gen AI EWAI + ESG Assessment
- Perfect Peer x 21: For supporting Customer Success, Sales, and Account Executives on customer and potential prospect calls
- Vista Hackathon: Lead Presenter and most viable AI platform solution winner 2023

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

RESILINC CORPORATION, Pune

Jan'2023-Present

Product Manager

- Oversaw the development, deployment, and optimization of platform products including Data Ingestion, GSN, and Compliance AI Agents, showcased at the Gartner conference in California on May 2025, generating \$3.2M in revenue through cross-functional collaboration with engineering, sales, and GTM teams.
- Orchestrated end-to-end release management for all key features, coordinating cross-functional efforts from internal communications to customer-facing marketing.

- Defined and led ERP data ingestion initiative with Symphony, implementing Azure Data Factory and Medallion Architecture (Bronze, Silver, Gold) for platform enhancement, improving data accuracy by 30% and cross-platform interoperability by 25%.
- Defined and currently evaluating name normalization challenges for data entry into base data tables with a goal to reduce internal operations dependency by 80% by building an AI tool.
- Transformed the EventWatch platform ecosystem, elevating ROI from 11% to 39% with 88% higher supplier responses, enabling a 257% pricing increase (from \$7,000 to \$25,000 USD) and driving \$7M in revenue through effective GTM strategies.
- Orchestrated end-to-end lifecycle for 5+ SaaS platform modules, delivering 100% on-time releases and increasing user adoption by 25% through collaboration with engineering and design teams.
- Drove strategic platform insights by interviewing 106+ customers and 78,000+ supplier users, fostering partnerships and improving product-market fit by 15%.
- Optimized platform performance with Matomo-driven KPIs and PowerBI Analytics, improving UX by 76% and reducing churn by 10%.
- Pioneered Generative AI and NLP integration into platform products, slashing supplier screening time by 92% (50 to 4-7 minutes) and alert generation by 90% (31 to 3-5 minutes), driving 30% higher engagement.
- Secured 1st place at Vista Generative AI Hackathon 2023, earning \$20,000 and influencing platform innovation through advisory board presentations.

RESILINC CORPORATION, Pune

Jul'2020-Jan'2023

Customer Success Manager

- Managed \$19M enterprise portfolio across Healthcare, Life Sciences, and Technology, gathering customer insights from 106+ clients to inform platform product strategy and drive seamless delivery.
- Achieved 98.93% renewal rate by aligning platform solutions with client goals, boosting adoption by 20% through collaboration with product and engineering teams.
- Enhanced platform roadmap via customer feedback, partnering with pre-sales to improve UX and influence GTM strategies.
- Led strategic QBRs/EBRs, identifying 15% expansion opportunities and shaping platform strategy.
- Optimized NPS and adoption metrics, driving platform feature enhancements that reduced churn by 10%.

Early Career, Pune

Feb'2015-Jul'2020

Sales and Customer Success

- Drove client success at TrueQC, securing partnerships with LeadCrunch AI, ITWC, and others, ensuring **100%** fraud-free systems.
- Streamlined project delivery at TrueQC, coordinating teams to achieve **100%** on-time milestones.
- Boosted TrueQC's visibility by **15%**, leading vendor management and marketing campaigns.
- Built sales expertise at GO MO Group, Bython Media, and ZiffDavis, closing deals with **50+** clients.

EDUCATIONAL CREDENTIALS

- **Microsoft Courses:** Enterprise Product Management Fundamentals 2025
- **Udemy Courses:** AI & Data Product Management, NLP, Product Management and Advanced Product Management, and Artificial Intelligence 2025
- **Pune University:** Master's in Business Administration, Marketing & Entrepreneurial Sciences - June 2018
- **Ness Wadia College of Commerce: BCA:** Bachelor of Computer Applications (BCA) - June 2014

HOBBIES & EXTRA CURRICULAR: I enjoy weightlifting, poetry, and hiking. Feel free to expedite my socials to learn more.

