

AMIGO FERNANDES

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AI & DATA PRODUCT MANAGER

Dynamic Technical Product Manager | 10+ Years in B2B SaaS (0-1 Builds & Generative AI Integration) Bridging business vision and engineering to launch and scale high-impact products. Expert in crafting precise business and technical specs, leading cross-functional agile teams, and driving bold, data-informed decisions. Leverage cutting-edge AI tools (Replit, ChatGPT Plus, Grok) for rapid research, innovative ideation, and compelling presentations. Ready to fuel your next AI-powered breakthrough.

SKILLS

- **Technical Product Management:** B2B SaaS, API & Platform Products, Power BI, REST APIs, ERP integration, system architecture, database & 3rd-party integrations
- **AI & Data:** Generative AI, NLP, Medallion Architecture, Analytics & Reporting
- **Product Practices:** Lifecycle management, requirements & prioritization, epics/stories/specs, user research, GTM, KPIs
- **Tools:** JIRA, Aha!, Confluence, Figma, ChatPRD, HubSpot, Gainsight, MongoDB, Matomo, Replit, Perplexity, SuperGrok

PROFILE SUMMARY

- Lead Product Manager for 6 Resilinc modules: Data Ingestion, REST APIs, Global Supplier Network (GSN), Assessments, Risk, and Generative AI products.
- Drove \$7M in revenue through GSN alone; managed \$19M enterprise accounts with 98.93% renewal rates by defining KPIs aligned to customer needs, boosting retention and adoption.
- Built Dataflow integration (DFI) which reduced time to value for customers from 27 hours to ~4 hours with AI embedded tools
- Integrated Generative AI and NLP into flagship products, reducing report generation time from 3 days to approximately 1 hour—a breakthrough that earned 1st place and a \$20K prize in the Vista Generative AI Hackathon 2023.
- Serve as the dedicated Product Manager for all releases involving AI agents, strategic & Business initiatives, third-party integrations, and penetration testing initiatives.
- Led roadmap prioritization, cross-functional coordination with engineering/design teams, and presentations at customer advisory boards to shape strategy from industry insights.

AWARDS & RECOGNITIONS:

- 1 x Generative AI Change Agent Award 2025
- 3 x Change Agent Award in 2025
- 3 x Best POD Award
- 12 x Most Valuable Player
- 27 x Perfect Peer
- 1 x Vista Hackathon

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

RESILINC CORPORATION, Pune

Jan'2023-Present

Product Manager

- Spearheading AI-driven initiatives to boost platform efficiency: defining name normalization solutions for base data tables, building an AI tool to cut operational dependencies by 80%, and implementing an MCP-based AI agent for EventWatch WarRoom to automate secure API queries and real-time alert handling.
- Responsible for defining the product vision, roadmap, and requirements for Dataflow Integration and its embedded AI Agents/ tools, REST APIs and Workflows.

- Oversaw development, deployment, and optimization of key platform products (Data Ingestion, GSN, Compliance AI Agents); showcased at Gartner Supply Chain Symposium (Orlando, May 2025), generating \$3.2M revenue via cross-functional collaboration with engineering, sales, and GTM teams.
- Orchestrated end-to-end release management for major features, coordinating internal communications and customer-facing marketing.
- Led ERP data ingestion initiative with Symphony, implementing Azure Data Factory and Medallion Architecture (Bronze/Silver/Gold); improved data accuracy by 30% and cross-platform interoperability by 25%.
- Transformed EventWatch platform, boosting ROI from 11% to 39%, increasing supplier responses by 88%, enabling 257% pricing uplift (\$7K to \$25K), and driving \$7M revenue through targeted GTM strategies.
- Managed end-to-end lifecycle for 5+ SaaS modules, achieving 100% on-time releases and 25% higher user adoption via engineering/design collaboration.
- Conducted 106+ customer and 78,000+ supplier user interviews to derive strategic insights, strengthening partnerships and improving product-market fit by 15%.
- Optimized performance using Matomo KPIs and PowerBI analytics; enhanced UX by 76% and reduced churn by 10%.
- Pioneered Generative AI/NLP integration, reducing supplier screening time by 92% (2 days to ~1hr) and alert generation by 90% (31 to 3-5 min), increasing engagement by 30%.
- Won 1st place at Vista Generative AI Hackathon 2023 (\$20K prize); influenced platform innovation via 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 by securing partnerships with LeadCrunch AI, ITWC, and others; delivered 100% fraud-free lead validation systems.
- Optimized project delivery at TrueQC by coordinating cross-functional teams to achieve 100% on-time milestone completion.
- Increased visibility at TrueQC by vendor led management and marketing initiatives, boosting brand exposure by 15%.
- Built B2B sales track record at GO MO Group, Bython Media, and Ziff Davis — Closed deals with 50+ clients across media and digital sectors.

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, blogging, poetry, and hiking. Feel free to expedite my socials to learn more.

