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 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, 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:** Replit, SuperGrok, ChatGPT Plus, Perplexity AI, ChatPRD, AHA AI JIRA, Confluence, Aha!, Product Management Tools, FIGMA, MongoDB Basic, Matomo, HubSpot, Gainsight

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PROFILE SUMMARRY

- 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.
- Integrated Generative AI and NLP into flagship products, slashing report generation times and winning the Vista Generative AI Hackathon 2023.
- Led roadmap prioritization, cross-functional coordination with engineering/design teams, and presentations at customer advisory boards to shape strategy from industry insights.
- Served as lead for all AI contract legal reviews, penetration testing fixes, and customer impact assessments.

AWARDS & RECOGNITIONS:

- Generative AI Change Agent Award 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 25: 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 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%.
- Currently defining and evaluating name normalization solutions for base data tables; developing AI tool to reduce internal operations dependency by 80%.
- 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% (50 to 4-7 min) 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, 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, blogging, poetry, and hiking. Feel free to expedite my socials to learn more.