

# Amigo Antonio Fernandes

[contact@amigofernandes.com](mailto:contact@amigofernandes.com) | [Linkedin](#) | [My Website](#) | +917030985949 | Pune, MH, India

***I am a strategic AI Product Manager with 10+ years of experience building scalable enterprise platforms. I specialize in architecting Agent Studio and Runtime environments—moving beyond simple features to create governed, DSL-driven orchestration layers. At my current company, I lead our GenAI strategy, from co-developing MCP-based agents with Microsoft to building AI-powered 'Smart Mapping' tools for citizen integrators. My focus is on delivering high-accuracy, auditable AI that transforms complex data friction into measurable ROI at pace.***

## RELEVANT EXPERIENCE

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**Resilinc** (Gartner Magic Quadrant Leader in AI-powered Supply Chain Risk Management) Remote, Pune, MH  
Product Manager - AI & Data Platform 2020 – Current

- Reimagined data onboarding by orchestrating and building the "Smart Data Mapper" and "AI Field Mapping" tools which allowed citizen integrators to handle complex data transformations using natural language, effectively cutting onboarding time by 40%.
- Collaborate with architects to create a system where AI generates validated configuration files (DSLs) rather than raw code. This ensured that our AI transformations were predictable, safe, and fully auditable for enterprise use.
- I currently spearhead our shift toward autonomous agents. This includes co-developing an AI Agent with Microsoft using the Model Context Protocol (MCP) to standardize how models interact with our supply chain data.
- I currently manage projects outsourced to external strategic vendors who develop and QA my roadmap.
- To maintain trust in our data, I built a "verification-first" workflow. By implementing guardrails and manual affirmation steps, we reached over 75% automated mapping accuracy without risking the integrity of our supply chain records.
- I own a \$19M product portfolio. By moving from "gut feel" to data-driven decision-making (using Matomo and PowerBI), I helped secure a 98.9% renewal rate and a 257% pricing uplift for our platform features.
- I lead cross-functional "POD" sessions between Engineering, Data Science, and Design. My focus is always on balancing the flexibility of our tools (Agent Studio) with the rock-solid reliability required by our global customers.
- I trade "gut feels" for hard data, using Matomo and PowerBI to prove what works, leading to a 15% jump in product-market fit and \$2.4M in new revenue.
- I used "Enterprise Empathy" to manage a \$19M portfolio, winning over skeptical users to secure a 98.9% renewal rate and a 257% pricing uplift.

**TrueQC LLC** (Formerly IntentBase) WTC, Pune, MH  
Customer Success, Sales & Account Manager Jan 2020 – Jul 2020

- Instead of just managing accounts, I built a space where our most skeptical enterprise users became our biggest fans, giving us the honest feedback we needed to fix our subscription roadmap.

- I ran deep-dive sessions with clients to uncover what they actually needed from our lead-validation systems, translating their daily frustrations into clear specs that our engineering team could actually build.
- When things went wrong, I didn't hide behind emails; I stepped in to lead clients through technical hurdles and explained how our new AI-driven lead scoring would solve the issues they were facing.
- I made sure our newest software updates didn't just sit on a shelf, but were actually adopted and used by our strategic accounts to solve their fast-changing business needs.

**Early Career: At Ziff Davis, Bython Media, and GO MO Group (B2B Sales & Digital Media)** Pune, MH  
*Senior Account Executive / Business Development* *Feb 2015 – Jan 2020*

- I spent these five years in the trenches with over 50+ global clients, learning that software is only as good as the problem it solves. This experience gave me a deep "Enterprise Empathy" that now guides every technical trade-off I make as a PM.
- I secured \$3M in revenue by working with innovators like LeadCrunch AI and ITWC. My job wasn't just to sell, but to translate their high-level business goals into practical, data-driven solutions that actually delivered on their promises.
- I acted as a bridge between the market and our internal teams, taking the "no's" and the "what-ifs" I heard from customers and turning them into insights that shaped our service strategy and digital offerings.
- Whether I was managing a sales pipeline or a client's media campaign, I learned that trust is built on data integrity. I focused on delivering accurate results and meeting every milestone, which laid the groundwork for my current obsession with high-accuracy AI platforms.

## EDUCATION

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**Poona Institute of Management Sciences and Entrepreneurship, Pune** *June 2018*  
 MBA in Marketing & Entrepreneurial Sciences *CGPA:7.75*

**Microsoft Coursera, Pune** *September 2025*  
 Enterprise AI Product Management Fundamentals *Grade A*

**Udemy, Pune** *Jan -Dec 2025*  
 AI & Data Product Management, NLP, Advanced Product Management, & AI 2025 *100% Completion*

### **Honors & Awards:**

Vista Gen AI Hackathon, Gen AI Change Agent Award, Best POD Award, MVP, Perfect Peer