

# Maulik Tanna

Product Manager

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## Summary

Product Manager with 5.6 years of experience building 0-to-1 AI SaaS products on a **25+ module horizontal enterprise platform** - spanning CRM, event management, field ops, approvals, HR, and manufacturing - serving **100+ enterprise clients** and powering **1,000+ daily active workflows**. Led LLM-based automation systems driving **40%+** adoption and **50-70%** productivity gains. Strong in product strategy, cross-functional discovery, and scaling AI products from prototype to production.

## Skills

**Product & Strategy:** Roadmapping, Product Strategy, RICE Prioritisation, OKRs, KPI Design, GTM, Competitive Analysis  
**Discovery & Research:** Customer Interviews, Journey Mapping, Jobs-to-be-Done, Opportunity Trees, UX Flows, User Stories, Acceptance Criteria

**AI & Data:** LLMs (OpenAI, Claude, Gemini), Cursor, Loveable, v0, n8n, RAG, Prompt Engineering, Workflow Automation, Amplitude, SQL, Google Analytics

**Execution & Technical:** Agile/Scrum, PRDs, A/B Testing, APIs, No-Code/Low-Code, Figma, React/Next.js (familiar), Jira

## Experience

### Product Manager

July 2022 – March 2026

*Neome.ai, B2B Workflow Automation SaaS*

*India*

- AI product development:** Led delivery of LLM-powered features (conversational automation, text extraction, workflow generation, predictive alerts) improving user productivity by **50-70%**; chose prompt-first over RAG to cut latency by **40%** for real-time enterprise workflows.
- Product strategy & prioritisation:** Owned roadmap across 3 verticals using RICE and customer pain mapping; deprioritised low-leverage modules to build a reusable component library - cutting implementation cost by **50%** and driving **45%** growth in product adoption.
- User discovery & insights:** Conducted **40+ customer interviews** across segments; synthesised findings into journey maps, opportunity trees, and North Star metrics - reducing time-to-value from **2 days to 4 hours** and shaping 3 key product bets.
- GTM & growth:** Partnered with sales on 3 product launches - defined ICP, improved onboarding flows, and increased trial-to-paid conversion by **28%**; reduced client escalations by **40%** through structured stakeholder alignment.
- Enterprise integrations:** Owned delivery of integrations across CRM (Salesforce, HubSpot), WhatsApp, Email, Slack, and client internal systems via webhook and API connectors - defined requirements and scoped with engineering end to end.
- AI-assisted prototyping:** Used Claude, v0, and Cursor to rapidly prototype feature concepts, generate UI mockups, and stress-test ideas before involving design and engineering - shortening the path from insight to actionable spec.
- Product adoption & scale:** Tracked adoption funnels and identified blockers across enterprise accounts through structured discovery - synthesising Amplitude cohort data, usage patterns, and customer feedback into targeted product improvements that drove consistent adoption growth across verticals including events, CRM, field ops, and HR.
- Template library & self-serve:** Owned end-to-end design and delivery of **30+ self-serve workflow templates** in Neome Studio - spanning CRM, event management, field ops, HR, and approvals - enabling enterprise clients to configure custom use cases independently and eliminating bespoke implementation time entirely.

### Quality Assurance Analyst

October 2020 – June 2022

*Wolters Kluwer India*

*Remote*

- Reduced release bugs by **25%**, increased test coverage by **20%**, and cut testing cycle time by **30%** through automation frameworks - recognised with Employee of the Month; collaborated with product and engineering teams to translate defect patterns into requirement improvements, building early instincts for edge-case thinking and product quality.

## Key Impact

- Horizontal Platform Ownership:** Led product across **25+ modules** - CRM, event management, field ops, approvals, HR, e-learning, and manufacturing - on a single enterprise platform serving **100+ clients** across India and international markets.
- Platform Adoption & Growth:** Built a reusable component library by deprioritising low-leverage modules - cut implementation cost by **50%**, drove **45%** adoption growth, and reduced time-to-value from **2 days to 4 hours** across the enterprise client base.

## Education

**K.J. Somaiya College of Engineering, Mumbai**

June 2016 – June 2020

*Bachelor of Technology in Computer Science*

*CGPA: 8.5/10.0*