DEVANSH BHARAL

AI PRODUCT MANAGER

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Product manager with 5 years of experience building AI-native products and growth systems across startups and enterprise AI engagements – from 0→1 platform builds to client-facing ownership of production AI products. Comfortable moving between roadmap strategy, hands-on prototyping and revenue-facing GTM execution.

EDUCATION

Indian Institute of Management, Indore (IIM Indore)
All India Rank 27 (99.91st percentile) – Integrated Program in Management (BA + MBA)

CORE SKILLS

Product & Analytics: Amplitude, Mixpanel, Redash, Power BI, Jira
AI & Build Tools: Claude Code, Cursor, Prompt Engineering, Lovable, N8N, Make.com, Zoho Suite

EXPERIENCE

AI PRODUCT MANAGER — May 2026 – Present

Codvo.ai

- Own end-to-end product management for **NeIO Assistant**, Codvo's AI Meeting Intelligence platform – driving roadmap & feature prioritisation that turn raw meeting conversations into searchable insights and auto-generated action items. **Decided to Pivot into a Sales/CRO-org specifc product** and Sales Coaching integration due to higher willingliness to pay
- Lead client-facing product ownership for enterprise engagements including **Samsung's ScaleGuard** managed IT & IT automation solution, translating operational requirements into a scoped delivery roadmap with Engineering & QA
- Designed and built **TFE (Top Funnel Engine)** end-to-end – an AI growth engine that mines existing accounts for expansion opportunities, surfaces & qualifies net-new prospects, auto-generates tailored pitches, and identifies lookalike accounts/deals off current high-value clients. Built a **consolidated knowledge platform** unifying every NeIO product, solution & past project case study into one searchable view, cutting proposal prep time and improving cross-team visibility for Sales & Pre-Sales

AI Product Manager (STRATEGY & OPERATIONS – S&O) — Nov 2025 – May 2026

Zime.ai

- Built an AI-driven Value Realization engine (mined from G2 reviews), an Amplitude-based adoption tracker, and a churn-risk model combining call-transcript analysis with account scoring – giving CS teams an early-warning system instead of a lagging one
- Built a Product Asks prioritisation engine bridging CS and Product, ranking requests by ARR impact & renewal timelines so the roadmap tracked revenue risk, not just request volume
- Built a Customer Success Project Management platform – Kanban/Gantt/table views, stage-based playbooks, Gmail-AI task extraction & AI-parsed scrums – that **cut manual coordination effort by ~60–75%** and gave managers a single source of truth on task ownership

PRODUCT MANAGER — Jun 2025 – Feb 2026

Umwelt AI — *Remote*

- Rebuilt the personalisation layer (chat-history based UX) and retrained LLM weights for an in-house survey LLM, turning raw engagement-survey data into action insights that moved clients like **Quess, PUMA & Digitide** up in Great Place To Work rankings
- Shipped a React+Node.js HR project management system that auto-generates & assigns tasks to HR SPOCs from anonymised sentiment analysis, closing the loop between "we heard a problem" and "someone owns fixing it"

- Repositioned GTM around 90-day attrition as the anchor metric for BPO buyers (tying it to CSAT, FCR & AHT), then extended the pitch into early-stage tech hiring & BFSI sales use cases

PRODUCT **Dec 2024 – May 2025**

Bridge Up ($1.4M Raised) *Remote*

- Spearheaded "Collectum," a Trade Data (Export/Import) Analysis Platform, from scratch to PMF – led a team of 5 through user research with Procurement Heads at **Pidilite, CEAT & Asian Paints**, which surfaced a bundle-pricing gap and shaped a new plan built around it
- Led a team of 4 building a fuzzy-match & trend-analysis pipeline that turned raw banking statement data into qualified leads via the Karza API, for clients including **IIFL, IDBI Capital & Bajaj Finserv|Allianz**

PRODUCT MANAGER **Aug 2024 – Nov 2024**

Althire AI (NEUROTASK.AI) *Remote*

- Built a sub-1-minute AI/JD sync and a MultiProctoring system for AI-led interviewing, engineered around culture-fit signals for the US market
- Traced AI-adoption resistance to three drivers – privacy, personalisation, productivity – and used that insight to pivot GTM toward the screening stage for staffing agencies, where trust barriers were lower & deal volume higher

FOUNDING TEAM (MANAGER) **Jan 2023 – Dec 2023**

Dealzo Realty *Remote*

- Diagnosed long sales cycles and thin multi-broker commissions as the core blockers, and countered both with a free financial-consultation lead magnet and negotiation mandates for HNI clients
- Generated 50+ corporate leasing leads (**Nike, Starbucks, DMart**) through demographic & competitor analysis on GeoIQ as a Lead Magnet and a free retainer
- Repackaged the in-house CRM into a 30-minute-deploy SaaS CRM product for realtors

FOUNDING TEAM (CUSTOMER SUCCESS MANAGER) **Jun 2022 – Jan 2023**

Cehpoint E-Learning & Cyber Security Solutions *Remote*

- Tailored cybersecurity MVPs for SMB clients and built a LinkedIn-driven lead generation motion from the ground up