

Himanshu Rana

Product Manager · B2B SaaS · 0 → 1 Platforms, Data & AI Products

Gurugram, Haryana, India · +91 99903 03798 · himanshuranaa23@gmail.com
linkedin.com/in/himanshurana23

SUMMARY

Product manager with 5+ years across three B2B products — an enterprise data intelligence platform, an industrial operating system for manufacturing, and a state-scale public data programme. Took a data platform from a blank page to five signed enterprise accounts as its only PM, defining the data model and metric dictionary before design and shipping seven modules against it. Strongest in 0 → 1 platform work, AI products with production guardrails — constrained generation, precision-set thresholds and a tool-calling agent that translates but never computes — and turning prioritisation arguments into measured, ordered decisions.

EXPERIENCE

Product Manager

Sep 2025 – Present

iOL — iOL Pulse · enterprise data intelligence · Gurugram

- Sole PM on a 0 → 1 B2B data intelligence platform for enterprise hospitality groups; **5+ enterprise accounts onboarded** and **~10% added to revenue pipeline** within six months of first release, working with a squad of twelve.
- Defined the platform data model and metric dictionary with finance **before** design; all seven modules inherit one date × property × channel grain, so no two surfaces disagree on a number.
- Shipped core revenue analytics consolidating three source systems onto that grain — **~6 hrs/week returned per revenue manager** across deployed accounts.
- Modelled rate parity as three states (competitive / parity / undercut) rather than a breach flag and priced the gap as a 12-month revenue opportunity, converting a compliance chore into a funded workstream.
- Shipped LLM-generated competitive analysis constrained to computed indices with full traceability — **decision cycle time down ~40%**.
- Shipped a versioned allocation engine authored by operations without engineering in the loop — **100+ rules per client, ~25 hrs/week of ops effort removed**.
- Shipped demand-signal alerting at a deliberately high precision threshold — **24–48 hrs of lead time** on a channel that stayed in use beyond week three.
- Prototyped a **function-calling agent** over the platform API so non-analysts can ask commercial questions in plain English — the model resolves filters and phrases the answer but never computes a figure, making a wrong number structurally impossible; **5/5 filters resolved from one sentence in 5.8s** on a measured trace.

Product Manager

Dec 2022 – Sep 2025

Df-OS (formerly DesignX) — Digital Factory Operating System · industrial SaaS · Noida

- Full-time product manager and sole roadmap owner across modules, through the company's rebrand from DesignX to Df-OS. Owned quarterly OKRs; **100+ features** delivered with engineering, UX, QA and BAU squads — adoption **+35% YoY**, annual revenue **+20%**.
- Made instrumentation the first deliverable of an onboarding rebuild and refused to ship fixes until it landed; the data contradicted a two-quarter team consensus. Sequential A/B tests against a held control gave **drop-off -25%**, **engagement +28%**, each change individually attributed.
- Reframed prioritisation from “which experience is worst” to “which loses the most users” using SQL and Mixpanel — **conversion +18%**.
- Ran GTM for new module launches against the segments analytics showed converted — **30% higher first-week adoption**.
- Introduced Gen AI validation with human review kept on exceptions — **manual effort -20%** and inter-reviewer variance materially reduced.

Business Analyst

Sep 2021 – Nov 2022

YCSPL — GIS & urban data · public sector · Gurugram

- Ran workflow design and data quality for a state property-record digitisation programme across **40+ field teams and 82 towns; 45 lakh+ records** digitised.
- **84% coverage across 35 towns ahead of a fixed government deadline**, driven by reallocating equipment after bottleneck analysis rather than pushing teams harder.
- Built the error-correction loop routing field-reported issues back to the responsible team with the record attached — **76% of reported errors resolved**.

SKILLS

Product	Discovery, PRD/BRD, roadmapping, OKRs, prioritisation, GTM	Data	SQL, PostgreSQL, Mixpanel, funnel analysis, metric design
AI	LLM productisation, agents & function calling, tool-contract design, guardrails & thresholds, evaluation, human-in-the-loop	Domains	Enterprise data platforms, industrial SaaS, public-sector data

EDUCATION & CERTIFICATIONS

B.Tech — Uttaranchal University	2016 – 2020
Product Management Fellowship — NextLeap	
Business Analyst Certification — AnalytixLabs	