

Shamali Kather

Product Manager | B2B SaaS

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PROFESSIONAL SUMMARY

Product Manager with **5+ years of experience shaping and scaling B2B SaaS products** from 0 to 1 and beyond. Known for identifying market gaps, defining product strategy, and making sharp prioritisation decisions grounded in user research and data. Background spans **AI product development, compliance-led workflows, and design thinking**, bringing both technical credibility and genuine user empathy to every product decision.

Proven track record of leading cross-functional teams, influencing roadmap direction, and translating complex product decisions into measurable business outcomes. Currently building products at a **Series B company backed by Goldman Sachs, Blackstone, and Hamilton Lane** serving alternative asset managers with ~\$10 trillion in client AUM.

SKILLS AND TOOLS

AI and Emerging Tech	AI-Powered Product Development, AI-Assisted Automation, Generative AI Workflows, Intelligent Review Systems, Prompt Engineering, Claude, Perplexity, Lovable, Cursor, Bolt
Product Strategy	0-to-1 Product Development, OKR-Aligned Roadmap Strategy, Opportunity Sizing, Feature Prioritisation, Build vs Buy, GTM Strategy, Stakeholder Alignment, Executive Reporting
Product Execution	Backlog Grooming, Sprint Planning, Release Management, Cross-Functional Leadership, Product Discovery, PRDs, User Stories, Acceptance Criteria, Demo Delivery, Mentorship
Domain Expertise	Alternative Asset Management, Compliance Certification, Audit Readiness, Data Privacy and Governance, Portfolio Monitoring, Secure Data Handling
Technical and Analytical	SQL, Python, API Integrations, A/B Testing, KPI Frameworks, Data Analysis, Workflow Design, System Architecture Understanding
Design and UX	Wireframing, Prototyping, Journey Mapping, User Research, Jobs-to-be-Done, QA Collaboration, UI/UX Modernization
Tools	Jira, Confluence, Figma, FigJam, Miro, Adobe XD, Trello, Notion, Monday.com, MS Office

PROFESSIONAL EXPERIENCE

73 Strings, Bangalore

AI-powered financial intelligence platform for alternative asset managers | Series B | **Goldman Sachs, Blackstone, Hamilton Lane** | ~\$10T client AUM

Product Manager II

Jan 2024 to Present

- Defined product strategy and led end-to-end delivery of an **enterprise-grade data collection platform** projected to generate **\$1.2M+ ARR** in year one, shaping scope, build vs. buy decisions, and GTM alignment from inception.
- Identified a critical client pain point in manual data processing, led product discovery, and scoped the solution for an **AI-based raw data extraction system and intelligent review assistant**, achieving **90% accuracy** and reducing analyst processing time by **60%** for enterprise clients.
- Served as **Product Owner across three strategic products**, establishing OKR-aligned roadmap governance, making deprioritisation decisions grounded in client KPIs and business impact, and aligning engineering, design, and QA on shared north star metrics.
- Represented product in enterprise client demos and executive stakeholder reviews, translating complex AI capabilities into business value narratives that accelerated feature adoption and supported contract renewals.
- Built and scaled the PM function by hiring, mentoring, and evaluating Associate PMs, establishing structured discovery rituals, PRD templates, and a culture of evidence-driven decision making.
- Designed **compliance certification workflows, privacy validation pipelines, and data governance frameworks** across client portfolios, ensuring SOC-aligned regulatory readiness.

Product Manager

May 2023 to Jan 2024

- Led design and delivery of a **data approval and verification system** that allowed users to verify data before storage, reducing manual coordination effort significantly and improving data accuracy and auditability.
- Identified UX fragmentation as a retention risk through user research, proposed and led a **full UI/UX modernization** that improved **CSAT by 20%**.
- Established processes and best practices for PRD writing, user stories, test cases, and user acceptance testing, leading to **75% fewer bugs** and smoother production releases.
- Maintained quarterly roadmaps and coordinated across engineering, design, QA, and customer success to ensure timely, high-quality launches across all product features.

Product Associate

Jun 2021 to May 2023

- Took a new product line from concept to market, contributing to strategy, user research, workflow building, PRDs, design, and GTM execution, achieving **80% client adoption** in the first release cycle.
- Conducted user interviews to understand client needs and delivered a **campaign management tool and client communication channel** that directly supported client retention.
- Identified inconsistent UI components as a development bottleneck, proposed and built an in-house **UI component library** that standardised reusable components, saving hours of development time and enforcing visual consistency across products.
- Supported GTM strategy and marketing content creation.

Product Management Intern

Jan 2021 to Jun 2021

- Worked closely with product managers and engineers on feature development, designing wireframes and writing user stories that guided development.
- Took ownership of QA testing for designed features and managed product documentation and project timelines.

Girish Joshi and Associates, Mumbai

Architect

Jun 2018 to May 2019

- Led design and project management for **12+ construction projects**, managing client relationships, advising on cost-effective design decisions, and ensuring alignment on scope, timelines, and delivery.

AWARDS AND RECOGNITION

1st Place, AI Hackathon | 73 Strings Internal Hackathon | Team of 4

Feb 2026

Built an autonomous multi-agent system that migrates Java repositories from older Java versions to the latest in 3 minutes, replacing a process that previously took 2 to 3 weeks per repository manually. The problem: 60 Java repositories at 73 Strings were stuck on legacy versions, creating a technical bottleneck equivalent to 2+ years of developer work and exposing the codebase to security vulnerabilities. The solution required zero manual intervention and was built entirely using AI tools and vibe coding in 3 days, with no traditional code written by the team.

EDUCATION

M.Des in Design Management | MIT Institute of Design, Pune

2019 to 2021 | First Class with Distinction

B.Arch (Architectural Design) | Minerva College of Architecture, Pune

2013 to 2018 | First Class

CERTIFICATIONS AND PROFESSIONAL DEVELOPMENT

AI in Product Management | BITS School of Management, Mumbai

2025 to Present | Expected Jul 2026

Analytics with SQL and Python | Great Learning

Sep 2024

Data Analysis using MS Excel | Great Learning

Sep 2023

MySQL Basics | Great Learning

Sep 2023

Registered Architect | Council of Architecture, India

Dec 2018