

Gaurav Mahto

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SUMMARY

A **high-agency** AI Product Manager with **3+** years of experience dedicated to **optimizing businesses with AI**. Grounded in first-Principles thinking and a **doer's mentality**, specializing in shipping **0-1 GenAI** products that deliver measurable business impact. I drive the end-to-end strategy from market research, **rapid AI prototyping**, and **prompt engineering** to final launch, across diverse B2B/B2C SaaS environments in FinTech, EdTech, and high growth startups.

EXPERIENCE

Associate Product Manager - AI Initiatives

Sep 2024 – Current

Narayana Group (Greater Than Educational Technologies Private Limited)

Hyderabad, India

- Led **0→1** development of Enterprise Gen AI suite for **5000Cr+** education leader, **800+** schools, **600K+** students.
- Architected and launched **India's largest education AI Platform** with breakthrough **sound engineering, advanced prompt engineering** and **AI agentic workflows**, analyzing **700K+** **monthly multilingual calls** at **95% accuracy**
- Enabled proactive intervention through real-time dashboards with 12+ KPIs, transforming coverage from 3% to 100%
- Negotiated a strategic **Google Cloud partnership**, enabling **6M+** in savings and joint **GenAI education initiatives**
- Improved development productivity with AI tools (Claude, Gemini CLI, etc.) , leveraging OSS, Python, Appscript etc
- Analyzed market solutions and researched LLMs and RAG feasibility to design a RAG-based conversational AI chatbot
- **Prototyped next-gen AI education products** - Real-time **AI Tutor**, **AI Hiring Agent** with AI agentic conversational flows with human-like natural voice and **VideoTutor** for automated question-to-explainer video generation(**text to Video**)

Associate Product Manager

Jan 2024 – Aug 2024

Nxtwave

Hyderabad, India

- Spearheaded cross-team collaboration to redesign product roadmap; designed cost-effective auto-debit and KYC solutions.
- Rebuilt payment infrastructure via cost-benefit & technical feasibility analysis, achieving **93.7% savings (2.68M)**.
- Pioneered API integration for NBFC's loan process, achieving a **93.3% reduction** in submission TAT **saving 1.3 Mn+**.
- Reduced KYC completion times by **30%** and re-submission flows by **90%** through advanced digital KYC workflows.

Founders Office

Aug 2023 – Jan 2024

Nxtwave

Hyderabad, India

- Led **0-1 initiative** for venturing into study abroad segment, targeting **3 Bn INR ARR**; worked directly with Co-Founder.
- Conducted **product research** (market sizing, competitor landscaping, team structure), resulting in a **project-level plan**.
- Ensured compliance, led negotiations, and established strategic **B2B partnerships** with universities in the **USA & UK**.
- Facilitated **cross-functional collaboration**, hired and trained a dedicated team to successfully **launch the product**.
- Designed GTM strategy and led a **team of 5** to **launch Nxtwave Abroad**, achieving **220%** of the first-month target.

Growth Associate

Jan 2023 – Aug 2023

Nxtwave

Hyderabad, India

- **Developed and shipped AI-powered growth products** - WhatsApp bot and predictive tools (LLM's, Python), achieving **8Mn+ views**, **2.75L leads (91.8% CPL reduction)**, and **450% YoY growth, 300Mn INR revenue**
- Led GTM strategy for affiliate channels (digital, student, professors), driving **10 Mn** in revenue and sustainable growth.
- **Vibe-Coded** influencer management system reducing campaign setup time by **98.3% (75 hours/month saved)**.

P2P Merchant

Jan 2021 – Sep 2021

Binance

Hyderabad, India

- Led market research to understand working of crypto and multiple platforms to identify opportunities of arbitrage trading.
- Generated **3.1 Mn revenue** by identifying latent user needs and facilitating currency conversions worth **64 Mn**.

Founder

May 2020 – Sep 2022

Codersdunia

Hyderabad, India

- Built one-stop platform using no-code tools for college students for internship, course updates (**15k+ monthly visitors**).
- Generated **2.4 Mn+ revenue** by collaborating with leading Edtech and implementing various marketing tactics.

EDUCATION

Jawaharlal Nehru Technological University Hyderabad

2018 – 2022

Bachelor of Technology (B.Tech)

Hyderabad, India

SKILLS

Product: Business Strategy, Market Analysis, Agile Methodologies, GTM Strategy, User Research, PRDs, Product Analytics

AI & Technology: Python, Prompt Engineering, RAG architecture, SQL, LLM's, HTML/CSS, Javascript, Flask, AppScript

AI Toolchain: Gemini, ChatGPT, Claude, Grok, Cursor , Windsurf, LangChain, n8n, Gemini CLI, Claude Code, Lovable

Leadership & Management: Cross-functional Leadership, Project Management, Stakeholder Management, GTM Strategy