SRI KARTHIK

Product Management Leader | AI/ML, B2B & B2B2C Focus | SaaS Leadership

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SUMMARY

Visionary product manager with 13+ years of experience scaling AI-powered SaaS solutions, driving enterprise adoption, and executing data-driven growth strategies. Adept at collaborating with C-suite executives, optimizing GTM strategies, and leveraging ML to enhance customer engagement and retention. Proven track record in leading AI/ML-driven transformations, increasing SaaS revenue by 220%, and managing high-impact product roadmaps for global markets.

EXPERIENCE

Product Management Leader

Fujitsu Software

📅 12/2019 - Present   📍 Dallas, TX

🔗 https://www.fujitsu.com/us/products/network/about-us/

- Defined and led AI-driven network optimization strategies, increasing revenue by 220% and improving visibility for 150+ enterprise customers while managing a 50+ member engineering team globally.
- Developed B2B pricing strategy and ROI analysis, driving 40% higher deal Conversion, reduced sales cycles by 2X, impacting 100+ enterprise accounts.
- Built and deployed an LLM-powered chatbot using VectorSearch, and LangChain, reducing support cases by 30% for a 5,000+ network operations user base and improving incident resolution times.
- Implemented drift-aware network anomaly detection, reducing false positives by 50% and retraining costs by 30% using adaptive thresholds and real-time feature drift monitoring.
- Led cross-functional collaboration across Product, AI/ML, and Engineering teams across 5+ global regions (50+ members), defining 20+ KPIs, and 10+ A/B tests, while optimizing UX workflows and performance improvement initiatives.

Co-founder and CPO

OSD Data Services

📅 06/2024 - Present   📍 Chicago, USA

🔗 https://www.osdsdata.com

Data Engineering SaaS (Retail and E-Commerce)

- Led cross-functional team of 15+ engineers to develop an ML-powered fit recommendation system using AWS, integrating Transformer-based RAG models to optimize e-commerce product discovery, reducing return rates from 40% to 20% and increasing conversion rates by 20%.
- Defined and executed the AI product roadmap from MVP to scaled production, balancing business goals, ML infrastructure, and compliance accelerating time-to-market by 6-9 months.
- Ensured compliance with PCI-DSS for retail customers, implementing TLS 1.2+ and AES-256 to secure data pipelines, reducing risk exposure by 75% and ensuring end-to-end encryption for data ingestion and processing.
- Strengthened data platform security, implementing RBAC, OAuth 2.0, JWT reducing unauthorized access by 40% and ensuring SOC 2 compliance for enterprise data workflows.

AI/ML Growth PM

Codalio

📅 07/2024 - Present   📍 Toronto, Canada

🔗 https://www.codalio.com

AI Coding SaaS

- Scaled B2B AI code platform from 0-50 Enterprise clients, driving 150% QoQ revenue growth via ML-optimized sales funnel.
- Developed an ML-driven activation and conversion model, leveraging SHAP-based feature reweighting and A/B-tested onboarding nudges, increasing AI tool adoption by 35% and free-to-paid conversion by 20%.
- Mitigated model drift during Codalio's expansion to enterprise users, implementing data drift detection and retraining models with enterprise-specific engagement signals, improving enterprise adoption by 20%.

WORK AUTHORIZATION

H1B Authorization

SKILLS

Business

Product Growth, Product Management, Product Strategy, Product Roadmap, Program Management, Go-To-Market Strategy, Entrepreneurship, Rapid Experimentation, Pricing, TCO Analysis, Corporate Strategy, Business Strategy, Product Marketing, Product Delivery, Agile

AI/ML

GPT, NLP, LLM, RAG, LangChain, LSTM, TensorFlow, TransformerBERT, FAISS, Pinecone, XGBoost, KNN, MultiArmBandits, Reinforcement Learning

Technical

Data Engineering, AWS (SageMaker, BedRock, EKS, Lambda, Fargate, Kinesis, Glue), Kubernetes & DevOps, Python, Splunk, Figma, SQL, Tableau, TLS, Curl, OAuth, JWT, APIs, TCP/IP, DNS, HTTP/S, Prometheus, Grafana

EDUCATION

MBA

University of Toronto

📅 09/2022 - 06/2025   📍 Toronto, Canada

GPA **3.8** / 4.0

- Entrepreneurship and Leadership

MS, Computer Science

Texas A&M University

📅 08/2013 - 05/2015   📍 College Station, Texas

GPA **3.7** / 4.0

- AI/ML, Data Science Specialization

Bachelor of Tech

National Institute of Technology

📅 07/2007 - 05/2011   📍 Allahabad, India

GPA **3.8** / 4.0

- Computer Science

CERTIFICATION

ITIL v4 Managing Professional

Axelos Global Practice

Project Management Professional

Project Management Institute

INDUSTRY EXPERTISE

E-Commerce/Retail

Enterprise SaaS

EXPERIENCE

Corporate Strategy

Fujitsu Software

📅 09/2017 - 11/2019   📍 Dallas, TX

- Formulated and articulated corporate growth strategy, identifying $200M+ in market opportunities.
- Envisioned and designed product portfolio strategy across 3 business units, resulting in 20% revenue growth.
- Developed go-to-market strategies, diagramming customer journey maps that drove 30% higher adoption.
- Conceptualized and implemented voice of customer program, synthesizing feedback from 100+ enterprise clients.

Senior Software Engineer

Fujitsu Software

📅 05/2015 - 08/2017   📍 Dallas, TX

- Utilized C++ and Python to conduct in-depth analysis, reducing incident resolution time by 30% for large-scale enterprises
- Strengthened software system architecture, adapting designs based on performance metrics and user feedback
- Contributed to open-source management, improving compliance and quality by 40%
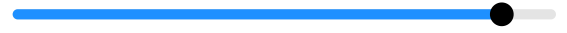
Software Engineer

Novell Enterprise Software

📅 05/2011 - 08/2013   📍 Bangalore, India)

- Analyzed and resolved critical issues for enterprise customers with 100,000+ users, employing reverse engineering and debugging to enhance Novell Client reliability
- Proposed improvements to debugging and testing workflows, increasing code quality and reducing post-release incidents by 15%
- Streamlined project delivery by 20% by leading 5 development initiatives and communicating solutions to stakeholders

INDUSTRY EXPERTISE

Networking

Cloud Services

LANGUAGES

English
Native

Hindi
Native

Telugu
Native

Punjabi
Advanced