

MANSI JAIN
SENIOR PRODUCT MANAGER | AI & DATA PLATFORMS

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SUMMARY

Senior Product Manager with 10+ years building enterprise SaaS, data platforms, and 0-to-1 products, combining a software engineering foundation with hands-on AI experience in RAG and document intelligence

PROFESSIONAL EXPERIENCE

Senior Product Manager- FLAIRSOFT (AI-powered enterprise workflow platform) – Salt Lake City, UT - **June 2025 – Present**

- Own product strategy and roadmap for statewide Right-of-Way and Property Management platform **supporting ~50K annual acquisitions valued at \$300M-\$750M**
- Lead product definition for **30+ enterprise APIs and data integrations**, defining mappings, validation, synchronization, acknowledgements, and error-handling across Flairdocs and external systems
- Led IntelliDoc, a **RAG-powered document-intelligence** workflow using OCR/VLM extraction, **ground-truth evaluation**, and confidence-based human review to remediate **~80K legacy records and reduce processing time by 80%**

Skills: RAG, OCR/VLM, Human-in-the-Loop AI, REST APIs, SQL, Postman, Azure DevOps, GitHub, Jira

Product Manager (Technical) - LIVELINK (Live e-commerce shopping platform) - New York, NY - **March 2024 – May 2025**

- Owned seller-platform priorities using experimentation and cohort analysis to balance revenue and retention, contributing to **15% reduction in churn**
- Launched seller analytics for pricing, promotions, and inventory decisions, improving **forecast accuracy by 20%**

Skills: E-commerce Marketplace, Seller Platform, Product Analytics, Experimentation, Cohort Analysis, Retention

Co-Founder/Chief Product Officer - THE SIXTH SENSE (EdTech start-up) - New Delhi, India - **Jan 2018 – Aug 2022**

- Built and **scaled 0-to-1 learning platform to 25K+ students**, owning product vision, roadmap, and monetization while leading **28-person cross-functional team** across engineering, design, and content
- Increased **CSAT by 20%** by redesigning onboarding and content discovery through **user research and A/B testing**
- Expanded reach to **50K+ learners through B2B partnership model**, creating new distribution and revenue channels

Skills: 0-to-1 Product, EdTech, Product Strategy, Experimentation, User Research, B2B Growth

Product Manager - PITNEY BOWES (Enterprise location analytics SaaS) - *London, United Kingdom* - **Jan 2013 – Mar 2018**

- Partnered with data science to deploy SQL/Python-powered AML detection models for HSBC, reducing false positives and helping avoid up to **\$1.6B in regulatory fines**
- Launched scenario-based site selection tool for McDonald's, **generating \$270K ARR**
- Built underwriting tool for an insurance client, **generating \$400K in revenue and supporting \$30M+ in portfolio value**

Skills: ML & Analytics, Geospatial SaaS, Python/SQL, AWS, Decision-Support Products, Enterprise Data Products

EDUCATION

NEW YORK UNIVERSITY - Leonard N. Stern School of Business, Master of Business Administration (MBA) New York, NY
Dean's List, GMAT: 760 (Top 1%) **May 2024**

HARVARD UNIVERSITY, Summer School, Human-Computer Interaction (HCI) Boston, Massachusetts, **Aug 2015**

KING'S COLLEGE LONDON, Master of Science (MSc), Advanced Computing London, United Kingdom, **Nov 2011**

CERTIFICATIONS & AWARDS

Certifications: Certificate Program in **Agentic AI** from Johns Hopkins University, Certified Product Manager (**CPM**), Certified Scrum Product Owner (**CSPO**), Certified Scrum Master (**CSM**), Harvard Business School Online (**CORE**): Credential in Business Analytics, Economics, and Accounting

Awards: Awarded '**Make a Difference**' honor for outstanding leadership and team collaboration at Pitney Bowes

ADDITIONAL EXPERIENCE

Product Strategist - [MBA Internships] - PwC (Deals Strategy & Operations) and AUDI - New York, NY - **Jan 2023 – Aug 2023**

- **PwC:** Identified **30% cost-optimization opportunities** through operating-model and due-diligence assessments across financial services and F&B clients
- **Audi:** Defined technician-retention strategy from **150+ surveys and 20+ interviews**, targeting churn reduction from **30% to 10%**