

SACHIN KAMATH

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SUMMARY

Product leader with **8+ years** building and scaling AI-driven SaaS products and strategy consulting. Consistent track record of conceptualizing and launching a series of successful products, helping scale the company from 0 to a **\$400M valuation, 50,000+ users, 100+ enterprise logos, \$20M ARR**, and an NPS above **70**. Experienced in leading cross-functional teams across Product, Engineering, ML, Design, and GTM, owning the company's AI Platform and driving its primary revenue growth.

CORE COMPETENCIES

Product Strategy & Execution: 0-to-1 Product Development, Road mapping (Aha!), MVP Definition, PRD Authorship (Confluence), Backlog Management (Jira), Rapid prototyping (Lovable & Figma)

AI/ML Product Development: Agentic App Development, LLM Evals, Context Engineering, MCP & Tool Design, Generative & Multimodal Products, ML Roadmap Ownership

Platforms, Data & Tooling: External API Product Management, Third-Party Integrations, Product Analytics, A/B Testing, AI Builder Tools (Claude Code, Replit, Codex)

Leadership & Strategy: Cross-Functional Team Leadership, People Management, Hiring & Mentoring, Executive Communication, Competitive Strategy & Go-to-Market (GTM)

EXPERIENCE

Prezent AI · AI-Powered B2B SaaS for Enterprises

Director of Product Management

Jan 2026 - Present

- Consistent track record of conceptualizing and launching successful products throughout tenure at Prezent, from early presentation-generation capabilities through Communication Fingerprints and Astrid AI, contributing to scaling the total customer base to **50,000+ users**.
- Lead a cross-functional team of **26** - including product managers, engineers, ML developers, and UX designers - across the AI Platform, encompassing Auto Generator, the flagship generative AI product and primary driver of the company's ARR and valuation growth.
- Own end-to-end product strategy and vision, setting the roadmap across core product lines and representing product in executive-level strategy discussions.
- Integrated Prezent with **50+** enterprise customers using MCP (Model Context Protocol) and API integrations, increasing product stickiness and driving a **19%** increase in usage.
- Leading expansion of the product portfolio beyond presentations into adjacent formats - posters, brochures, manuscripts, and video - extending the platform's addressable use cases and total addressable market.
- Define and lead the roadmap for Astrid AI, a compound AI system combining proprietary ML and GenAI in a multi-agentic framework for personalized content recommendations, automated content generation, and content transformation across multiple formats, including AI avatar interaction.

Group Product Manager

Jan 2025 - Dec 2025

- Led a team of **14** product managers, owning the AI Platform end-to-end, including Auto Generator, the flagship generative AI product and primary driver of the company's ARR and valuation growth.
- Hired and mentored the majority of the current team, developing individual PMs into owners of their own product workstreams.
- Established prioritization frameworks and quarterly roadmap planning processes subsequently adopted across the broader product organization.

Senior Product Manager

Jan 2024 - Dec 2024

- Drove **32%** MAU growth by owning Prezent's core platform roadmap - conducting user research, defining hypotheses, and shipping features validated through continuous experimentation.

- Owned the product roadmap for AI-generated slide design, defining design standards including full-image backgrounds, large-format titles, and minimal-content slide layouts that became core to the product's visual identity.
- Translated user research and competitive analysis into prioritized feature requirements, partnering closely with engineering and design through multiple major product releases.

Product Manager

May 2022 - Dec 2023

- Shipped **10+** user-facing and internal features across Prezent's core platform, owning the full product lifecycle from discovery through launch and post-release iteration.
- Drove a **40-70%** improvement in feature engagement and adoption by identifying activation drop-off points and redesigning key workflows to reduce time-to-value for enterprise users.
- Conceived and led early development of Astrid AI, Prezent's contextually intelligent AI system for enterprise presentations, laying the foundation for the company's broader AI strategy.

Product Specialist

Feb 2021 - Apr 2022

- Conducted product and market research that informed early-stage feature prioritization and content strategy for the presentation platform, laying the groundwork for the company's design library.

KPMG Global Services · Strategy Consulting in Mergers and Acquisitions

Associate Consultant

Apr 2019 - Feb 2021

- Led structured strategy engagements for global corporate clients through problem identification, hypothesis-driven analysis, and synthesis of findings into executive-ready recommendations.
- Led a long-term, multi-geography engagement estimating the illicit, contraband, and counterfeit tobacco market across Europe, Eurasia, New Zealand, and Australia using flow models, for the world's largest tobacco manufacturers.
- Drove commercial due diligence for a private equity firm evaluating an oncology-sector investment, combining primary and secondary market research, competitive landscape analysis, and post-deal scenario modelling.

EDUCATION

FORE School of Management, New Delhi

2017 - 2019

Post Graduate Diploma in Management

Navrachana University, Vadodara

2014 - 2017

Bachelor of Business Administration

ACHIEVEMENTS & RECOGNITION

Individual Recognition

- CEO Award **2024**, Prezent - annual award for outstanding performance across the organization
- Value Award **2023**, Prezent - recognizing consistent delivery of products that create maximum customer value
- Jyoti Award **2017**, Navrachana University - Gold Medal for Scholastic Performance & Highest CGPA in B.B.A.

Product Recognition

- Finalist, Best Business Intelligence Solution, **2026** SIIA CODiE Awards - for Prezent's Intelligent Operating System for Business Communication
- AI Excellence Award **2026**, Business Intelligence Group - recognizing Prezent's AI-powered business communication innovation
- Edison Award **2024** - won for Communication Fingerprints, the hyper-personalization and brand-compliance technology
- Product of the Year **2024**, Sammy Awards for Experimental Marketing
- Best SaaS Product **2023**, SaaS Awards - PR, Brand Management, or Stakeholder Engagement category