SIDHANT PATNAIK

Product Manager | B2B SaaS | AI | Enterprise Applications

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SUMMARY

Transitioning into Product Management with 4 years at HighRadius, an AI-powered B2B SaaS enterprise application. Experienced in product requirements, functional specifications, user research, and hypothesis-driven product development. Currently at Masters' Union building MVPs, shipping products, and winning product competitions. Driven by customer-obsession, a growth mindset, and analytical problem-solving.

EXPERIENCE

HIGHRADIUS | Jun 2021 - Jun 2025 | Hyderabad

$3.1B B2B SaaS company delivering AI-powered finance automation solutions for global CFO offices

Consultant III (Sr. Solutions Consultant) | Consultant I | Associate Consultant II | Associate Consultant I

- Owned end-to-end solution design and implementation, from product requirements to go-live, across **24 clients ($2.7M ARR)**
- Earned **3 promotions in 4 years** (company benchmark: 6-8 years) driven by ownership of increasingly complex client engagements

Product Design & Implementation

- Delivered **35%+ Accounts Receivable time savings** (against agreed success criteria) by mapping client pain points across **10+ ERPs**
- Minimized **client IT effort & costs** by identifying workflow gaps, documenting requirements, and validating connectors across **4 ERPs**
- Accelerated time-to-value by scoping a **10-week implementation plan** after documenting as-is user journeys across client personas
- Triaged product requirements via impact analysis, separating underlying business requirements from customer-stated requests
- Cut **solutioning effort by 15%** by designing **7+ reusable workflows** for Sage & NetSuite API connector based projects across clients

Process Optimization & Initiatives

- Reduced TAT on automation analysis **by 30%** by developing an Excel-based framework used during Simulation, UAT & Hypercare
- Cleared **60% of strategic banking partner enhancement backlog in 6 weeks** by building a dedicated prioritized pipeline
- Improved **defect resolution speed by 20%** via test scripts on a shared platform, enabling real-time client collaboration and feedback
- Contributed to building an internal implementation playbook and project documentation to standardize delivery across consulting
- **Accelerated project timeline from 14 to 6 weeks** for strategic pilot initiative by eliminating project redundancies via parallel execution

Stakeholder & Project Management

- Converted **2 churn-risk** clients to **Promoter (NPS 9/10)** through process redesign, expectation management, and escalation handling
- Presented in SteerCo meetings with leaders across **10+ countries**, preparing executive decks and keeping delivery milestones on track
- Delivered risk-controlled ERP transitions for **2 migrations** through exhaustive planning, testing, and cutover execution across systems
- Trained **180 interns** on key product workflows; directly mentored **25+** for project shadowing; **10** converted into full-time hires
- Partnered with Sales, Product & Engineering to turn client feedback into prioritized backlog and roadmap priorities for enhancements

Major Achievements

- Recognized with **4 Star Team Awards** and **1 HighFlyer Award** for impact in intern onboarding and project delivery excellence
- Delivered **First-ever Zero Defect** project for **Mid-market** Cash Application department, setting quality benchmarks for future projects

PROJECTS

AuditBuddy - Build 0 to 1 | Mid-market Internal Audit: manual, spreadsheet-led, sample-based & delayed visibility

- Building a B2B SaaS analytics platform to cut manual audit effort using anomaly detection, prioritized worklists, and actionable insights
- Conducted **12 user interviews** across two tracks: **7 decision-makers** and **5 auditors** to validate demand and map user journeys
- Shipped a live 3-way match MVP (PO/GRN/Invoice): **1,000 txns** processed in **<1 min**; live at mvp.auditbuddy.ai
- Won **High Potential Product** at MVP Demo Day - **₹50,000 prize** (1 out of 101 teams) at Masters' Union

ClaimChain - Build 0 to 1 | Motor Insurance Claims: fragmented process, four adversarial parties, zero shared record

- Led ideation to MVP of a blockchain-verified claims platform with AI damage assessment; live at claimchain-mvp.vercel.app

LinkedIn - Product Case Study | Job seekers: Irrelevant recommendations + low explainability

- Proposed recommendation improvements via competitive analysis, user flow mapping, and P0/P1/P2 feature prioritization

Zerodha - Product Case Study | Guided first-timers: jargon overload, text friction & information paralysis

- Conceptualized FinVaani, a voice-first guided investing flow, mapping 3 key drop-offs to improve first-investment completion rate

EDUCATION

PGP in Technology and Business Management (MBA-equivalent) | Masters' Union, Gurugram | 2025 - Present

- **Finalist** - The Ken Case Build Competition 2025: Disrupting Zerodha with AI strategies (Top 10 / 1,084 teams)

B.Tech - Electronics and Computer Science | KIIT University, Bhubaneswar | 2017 - 2021 | GPA: 7.99/10

SKILLS

Technical: Microsoft Office, SQL, Power BI, Postman, JIRA, Tableau, Adobe XD, Figma, Notion

Business: Stakeholder Management, User Research, Product Requirements, Cross-functional Collaboration, Data Analysis, A/B Testing, OKRs, Metrics & Telemetry, Hypothesis-driven Development, AI Evals