

# NIROOP BELGAUMKAR

niroopbelgaumkar1@gmail.com | linkedin.com/in/nbelgaum | github.com/101WaysToBug | niroopbelgaumkar.com

## EXPERIENCE

---

### Senior Product Manager

Aug 2024 – Present

*Wati (backed by Tiger Global & Sequoia)*

*Hong Kong (Remote)*

- Wati is a leading WhatsApp Business API platform serving **15,000+ businesses across 100+ countries**, enabling customer engagement at scale through messaging, automation, and AI-powered communication tools
- Made the early strategic bet to prioritize WhatsApp Business Calling and aligned engineering and GTM buy-in; scaled to **20K+ call minutes in 90 days**, with Wati confirmed by Meta as the Indian subcontinent leader in call volume
- Shipped a call intelligence pipeline (recording, transcription, AI summarization) with automated CRM push; gated recording to higher tiers to create an upgrade path, generating **\$50K in month-one revenue**
- Led discovery and pilot design for Voice AI, locking **5 enterprise pilots** across CX, sales, and appointment workflows; drove the build-vs-partner decision to develop proprietary agents using Deepgram STT/TTS models
- Overhauled the HubSpot integration with real-time bidirectional sync and GenAI capabilities (automated tasks, conversation summaries), growing adopters from **200 to 900 in 90 days** and driving **\$1M+ revenue attach**

### Product Manager, Platform

Mar 2023 – Aug 2024

*Prodigal Tech (YC S18)*

*Mumbai, MH*

- Prodigal Tech is a YC-backed B2B SaaS company providing AI-driven compliance, agent productivity, and digital collections solutions to **150+ financial services clients** across the US
- Launched a freemium tier with one-click access via the dialer marketplace, capturing the long tail of SMB accounts and driving a **10% lift in top-of-funnel inbound volume** within the first quarter
- Owned the integrations roadmap end-to-end; scored **20+ CRM and dialer opportunities** by API feasibility, contract size, and prospect frequency, prioritizing 6 integrations that collectively covered **70% of the active pipeline**
- Abstracted common elements across dialer-based integrations into a configuration-driven tool that automated data pipeline setup agnostic of the customer's dialer, reducing onboarding time from **one week to one day** regardless of dialer used

## PROJECTS

---

### AI PM OS

- Built an open-source suite of AI-powered PM tools covering the full discovery-to-delivery workflow: PRD generation with Socratic Q&A, parallel multi-agent competitive research, user feedback synthesis, and metric sheet creation
- Architected the Competition Researcher to launch parallel agents simultaneously (one per competitor), each conducting deep web research across product pages, pricing, reviews, and roadmaps, then synthesizing findings into a competitive landscape matrix
- Built on Claude Code; designed each tool to auto-load shared company, persona, and product context so any PM can onboard in minutes and adapt the OS to their own product area without duplicating configuration

## EDUCATION

---

### University of Waterloo

Waterloo, ON, Canada

*Bachelor of Mathematics in Computer Science and Pure Mathematics, Minor in Economics*

*Sep. 2016 – Aug 2021*

## SKILLS

---

**Product:** Product Strategy, Roadmap Planning, Go-to-Market, PLG, Cross-functional Leadership, User Research, Problem Discovery

**AI & Technical Skills:** Claude Code, Figma, SQL, Python, Mixpanel, Tableau, Data Analytics, Agile Methodologies