

# TUSHAR VISHWAKARMA

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## SUMMARY

Product Manager with **7 years** of experience driving AI, SaaS, and data products at **IBM** and **Sprinklr**-delivering \$35M+ ARR, 40%+ adoption gains, and enterprise-ready solutions. Skilled in end-to-end product strategy, growth, and customer experience optimization.

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## PROFESSIONAL EXPERIENCE

### Senior Product Manager, Data and AI

Nov 2023 – Present

IBM (*Industry: Information Technology | Product Management*)

- Spearheaded the development and launch of the [Netezza AI Assistant](#) — a GenAI-powered interface that improved query productivity by 30% and reduced onboarding time for new DBA's by 40%, driving 60% adoption within the first 3 months of release
- 4.2-star Gartner Peer Insights rating achieved (up from 3.5) for Netezza by collaborating with support, success, and sales teams
- 25% increase in onboarding completion & 18% decrease in support tickets by streamlining user experience & API integration
- 30% reduction in PM's workload by developing PM Assistant, an AI powered by system prompts & Watsonx Orchestrate
- Secured a \$1M+ deal in week one, validating demand, by launching [IBM Netezza as a Service Bring Your Own Cloud](#) on AWS
- Achieved 6% increase in overall adoption by designing, executing, & optimizing product analytics tracking in Segment and Amplitude

### Lead Product Manager

Apr 2020 – Nov 2023

Sprinklr (*Industry: Customer Experience Management | Product Management*)

- Drove portfolio ARR growth from \$20M to \$35.3M+, achieving 91% average product consumption by executing data-driven product strategies aligned with enterprise customer needs
- Led OpenAI integration to launch Drill Down Summary, driving 82% customer adoption and reducing time-to-insights by 65%
- Delivered AI-powered Visual Insights with 80%+ accuracy by defining Objects, Scenes, and Activities for enterprise B2B use cases
- Increased product adoption by 30% through end-to-end delivery of a Scoring Automation platform, enabling upsell and cross-sell via close collaboration with Engineering, Sales, and Customer Success
- Improved user engagement by 40% by launching scheduled reports, alerts, and governance features based on deep user workflow insights

### Associate Product Manager

May 2017 – Jun 2018

Mgraphics (*Industry: Fashion Industry | Product Management*)

- Implemented an internal tool and trained 20+ operations team members, reducing E-commerce product upload costs by \$60K/month
- Led the development of an internal tracking system, utilizing A/B testing, UX/UI design & cloud tech
- Optimized save-load times by 20% and improved operational efficiency by 15% through the implementation of 20+ features

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## TECHNICAL SKILLS

- **Programming Languages and Visualization:** R, Python, SQL, Advanced Excel, MS Office, Power BI, Tableau
- **Tools:** Jira, Figma, Amplitude, Aha!, Google Analytics, Walnut, Monday.com, Trello, Google Sheet, Loveable, Replit, Bolt, v0
- **Certifications:** Salesforce AI Associate, Google Agile Project Management, PLG, Tableau, AI-Product Manager, McKinsey PMA
- **Awards:** Golden Spot Award – Sprinklr, Outstanding Excellence Achiever 2021 – Sprinklr, Product Leader of the year' 2022 award
- **Books:** [Fundamental Notes of Digital Marketing](#), [My Heart Beat](#), and [Bhailang](#)

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## PROJECTS

- **Microsoft Edge – Plugin / Addon** Apr 2024 – Mar 2025  
Developed 09 productivity [Microsoft Edge extensions](#), including tools for Product Management (PM Prompt Generator), LinkedIn content creation, Calorie calculator, Daily motivation, Tab time tracker and quick access to Excel formulas and more.
- **xPlatform.in (AI-based platform for influencers & startups)** Mar 2024 – Present  
Built [xPlatform](#), an all-in-one AI-powered suite with DJRequesta, TweetScheduler, VideoFeedback for automation & workflows.

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## EDUCATION

### MBA, Specialization in Marketing

Apr 2020

Symbiosis Institute of Business Management, SIU

### Bachelor of Technology, Specialization in Information Technology

Apr 2017

Poornima College of Engineering, RTU