PRATEEK KIRAN

Product Leader | AI & Data Platforms | GenAI / LLM Products | Product-Led Growth

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SUMMARY

Product leader who grew a healthtech SaaS platform from **7 to 96 clients in under 5 months with ~85% beta-to-paid conversion**. Brings **10+ years** across B2B SaaS, healthtech and enterprise data. Now leads a **6-person** product team shipping LLM, RAG and agentic workflows, among them a clinical copilot that cut review time by **35%**. Works hands-on with GPT and Claude frontier models, most recently building a Nifty 50 stock screener in Claude Code on the FYERS market-data API, and ships AI evals-first with gold-standard benchmarks and human review.

PROFESSIONAL EXPERIENCE

ALOHA ABA *(US B2B healthtech SaaS for autism therapy clinics)* | ***Promoted twice in under 2 years*** **Remote, India**

Senior Product Manager | *AI & Data Platform* **2025 - Present**

- Grew the platform from **7 to 96 clients in under 5 months**, with **~85%** beta-to-paid conversion and **$110K** booked revenue, by designing a product-led growth beta motion and co-authoring GTM strategy with Sales and BD.
- Cut manual therapy-data review time by **35%** with an LLM copilot used weekly by **~70%** of eligible clinicians at **10+** customers, backed by LLMOps evals for hallucination detection and **zero** PHI on client devices.
- Projected **$15K/month** in operating savings by setting the 0-to-1 vision and roadmap to unify **3** siloed products in one AI-ready platform, while shipping a RAG-based CSM chatbot and an agentic claims-intelligence pipeline.
- Kept **100%** of user stories sprint-ready and **100%** of roadmap commitments delivered while leading a **6**-person team of PMs, POs and Senior Product Associates, with ownership of hiring, reviews, promotions and coaching.

Product Manager II | *Core Platform & Compliance* **2024 - 2025**

- Brought **50+** provider partners to **100%** regulatory adherence by leading the core-platform EVV expansion.
- Accelerated time-to-market by **15%** through new feature-workflow data models and a tighter development process, and lifted post-launch user engagement by **10%** through cross-functional platform releases.

Product Manager I | *Data Collection Platform & New Products* **2023 - 2024**

- Identified a **$1.6M+** revenue opportunity through market and user research, took a new ABA product from ideation to MVP launch and secured stakeholder alignment on a **12-month**, KPI-driven roadmap.

COGNIZANT *(Fortune 500 IT services and consulting firm, $21B revenue)* **Gurugram & Pune, India**

Product Owner & Business Development Lead | *Data Platforms* **2019 - 2022**

- Owned the roadmap, proof-of-concept execution and platform scaling for a **$390M+** data-modernization portfolio, and led a cloud transformation that raised productivity by **40%** and saved **$100K**.

Project Manager | *Healthcare Portfolio* **2017 - 2019**

- Cut manual effort by **90%** and shortened approval cycles by launching automated purchase-order approvals.
- Saved **$1.3M** by renegotiating vendor proposals across a **307**-contract, **75**-vendor portfolio worth **$130M+** in ACV.

EDUCATION, CERTIFICATIONS & AWARDS

IIM Udaipur, PGDM (MBA), 2017 | **Dehradun Institute of Technology**, B.Tech, Computer Science & Engg., 2013

Certifications: PMP (2020), Certified SAFe 5 Product Owner/Product Manager (2021), HIPAA Security (2025)

Awards: People Manager Award (2026) and Product Excellence Award (2024) at Aloha ABA