Avinash Gaurav

Bengaluru, India | avinashgaurav139@gmail.com | +91 6362272450
linkedin.com/in/avinashgaurav | github.com/avinashgaurav | https://avinash-portfolio-six-puce.vercel.app/#

SUMMARY
Technical Product Manager with 2+ years in B2B SaaS and cloud infrastructure. Sole PM for ZopDev, managing $7M+ in customer cloud spend across 50K+ resources on AWS, Azure, and GCP. Engineering-trained PM who builds AI product tooling hands-on: LLM workflows, multi-agent RAG, and internal copilots used in live sales deals.

WORK EXPERIENCE

Technical Product Manager | ZopDev Technologies Pvt. Ltd. **July 2025 - Present**

- Sole PM for ZopDev (30-person startup): own roadmap and pricing across 27+ FinOps & AI capabilities (showback, chargeback, auto-tagging, rightsizing), managing **$7M+** annual cloud spend managing **50k+** for **15** enterprise customers & various POCs.
- Redesigned onboarding and account discovery, cutting time-to-first-value from **20 minutes to under 7**; (multi-step flow,real-time connection progress, teammate hand-off for non-technical users).
- Drove competitive FinOps analysis and leveraged **PostHog/Zoho Analytics** with defined event telemetry and funnel audits to improve engagement and feature adoption.
- Shipped FinOps automation (smart tagging, scheduling, policy auto-remediation, cost allocation) for FMCG and global beverage customers, cutting idle/orphaned & untagged spend by **45%**.
- Owned product analytics & growth funnel end to end: built event tracking and dashboards, analyzed paid ad performance across channels, diagnosed conversion drop-offs, prioritized growth bets from data, and automated reporting for leadership.
- Orchestrated **end-to-end SOC 2** certification for ZopDev, led vendor selection (Scrut), evidence collection, collaborated with engineering to ensure 100% compliance and enterprise readiness.
- **Built internal tools at ZopNight**: Enhanced content engine with 11-axis evaluation, and initiated a Chrome extension sales copilot using multi-agent RAG for real-time pitching & objection handling.
- Led **15+ enterprise POCs** across retail, FMCG, and logistics; **5+** converted to paid contracts, with technical evaluations presented directly to customer CTOs & Infra Heads.

Associate Product Manager | Jubilant Motorworks Pvt Ltd **May 2024 – May 2025**

- Owned end-to-end product development and rollout of Lead Management System (LMS) and Lead Qualification Engine (LQE), driving **88% and 94% adoption** across multiple regions.
- Cut **Inquiry-to-Booking time 21%** & **Qualified-Lead-to-Booking** time **13%** for 400+ sales consultants & 30+ inside sales agents by redesigning sales workflows around funnel data (test drive, bookings, cancellations).
- Defined and executed product roadmap for VAPx (vendor management platform), leveraging data and experimentation to reduce operational costs by **20% in the first 2 months.**
- Integrated lead sources (Meta, DMS, Carwale) through API and RPA workflows, halving lead processing time.
- Leveraged sales funnel data (test drives, bookings, cancellations) to identify performance gaps and drive product and UX improvements, increasing sales consultant productivity by **15%.**

Marketing Research Intern | ThoughtCuts Pvt Ltd., Mumbai **May 2023 - Jul 2023**

- Ran user research with 250+ users to inform product prioritization and UX improvements.

PROJECTS

1. ClientLens – Sales AI Copilot (Chrome Extension)

• Chrome-extension copilot using multi-agent RAG; generates client-ready decks and documents personalized by ICP, used by the sales team in live deals.

2. FollowThrough - AI-native Meeting Intelligence Platform

• AI meeting intelligence platform with multi-pass LLM extraction, citation-verified insights, and closed-loop customer promise tracking.

EDUCATION

PGDM (E-Business), Welingkar Institute of Management, Bengaluru, 2022 – 2024
B.E. Computer Science, EWCE (VTU), Bengaluru, 2016 – 2020
Prepared for exams and gave CDS, CAT & AFCAT, also cracked CMAT, 2021 – 2022
2nd place, PM School Live Challenge #205 (Goodreads personalized recommendations), 2024

CERTIFICATION

- Cloud Computing Certification – IIT Kharagpur
- AI in Product Management Certification
- AWS Cloud Practitioner Essentials - AWS
- Google Cloud Computing Foundations Specialization - Google Skills

---

PROFESSIONAL SKILLS

- **Product:** Roadmap and Pricing, 0-to-1 Development, User Research, Feature Prioritization, Stakeholder Management
- **Data:** SQL, PostHog, Funnel and Cohort Analysis, KPI Definition and Tracking
- **Cloud and FinOps:** AWS, Azure, GCP, Cost Optimization, Cloud Governance, Systems Design
- **AI and Tools:** LLM Workflows, RAG, Multi-Agent Systems, Prompt Engineering, Claude Code | Jira, Figma, Postman