

SAI VISHAL VARMA KOTHAPALLI

Product Manager

+34 677 926 350 | iamvishal123@gmail.com | Barcelona, Spain | www.linkedin.com/in/sai-vishal-varma

CAREER SUMMARY

Product Manager with expertise in AI solutions, specializing in LLMs, AI Agents, and RAG systems. Skilled in defining product strategy and roadmaps while driving hands-on development of AI-driven solutions that automate processes, optimize data workflows, and deliver scalable business impact, seeking challenging roles that push boundaries and accelerate growth through cutting-edge AI solutions.

EXPERTISE

AI – LLMs & ML Models | RAG & Agentic AI | Speech & Audio Alignment | Data Analytics & KPI Dashboards | API Productization & Automation | Cloud & Infra (AWS, Azure, Docker) | Process Optimization | Road mapping | Product Strategy | Market Analysis

TECHNICAL SKILLS

Python | SQL | MQL | DAX | Databricks | Power BI | Tableau | Metabase | Docker | AWS | Azure | N8N | Knime | REST API | OpenAI LLMs | Whisper & ASR | API development

PROFESSIONAL EXPERIENCE

PRODUCT MANAGER – AI | TransPerfect | Barcelona, Spain

Oct 2023 – present

Managed up to four AI and ML products from strategy and roadmap definition to end-to-end delivery, driving operational efficiency and cross-team collaboration.

- Developed and owned product roadmaps, aligning AI and automation initiatives with business objectives.
- Built complete ETL pipelines and dashboards using n8n and Metabase to track KPIs, product performance & user metrics.
- Owned end-to-end development of Speech2Text, and AI redaction products, delivering measurable gains in user adoption.
- Led development of an ML-based eDiscovery product that processes millions of documents to score case relevance, helping save hundreds to thousands of billable hours per project.

BUSINESS DATA EXPLORER ANALYST | Sanofi | Lyon, France

Jun 2022 – Dec 2022

Automated data collection and dashboard development for global vaccine teams, improving data quality and reporting efficiency.

- Qlik Sense dashboards integrated with Piranha CMS, centralizing key business metrics for multiple countries and roles.
- Cleaned and consolidated data from multiple sources, achieving near-100% data accuracy and eliminating manual reconciliation.
- Supported GTM and Commercial Excellence teams globally by providing reliable, localized, and actionable business insights.

QUALITY SPECIALIST | Amazon | Hyderabad, India

Nov 2019 – June 2021

Improved technical operations and team capabilities through troubleshooting, automation, and training.

- Resolved static route issues and developed monitoring solutions, enhancing system reliability and efficiency.
- Collaborated with development teams to enhance tools, automate support processes, and document systems.
- Led internal Python (Matplotlib) and SQL trainings, upskilling the team of 8 as part of the Internal Training Program.

DATA ANALYST | Anvizent | Hyderabad, India July 2018 – Feb 2019

- Designed and developed BI solutions in alignment with the principles, guidelines, and standards of organization's BI architecture
- Worked closely with multiple stakeholders to get requirements and translate these business requirements into dashboards & reports.
- Optimized the data model to load the data faster and kept the tables lighter which reduced daily refresh time from 54mins to 40mins.

EDUCATION

MASTER'S DEGREE | Business Intelligence and Analytics | ESC Clermont Business School | Clermont-Ferrand, France

2021 – 2023

BACHELOR'S DEGREE | Computer Science Engineering | O.P.J.S University | Churu, India

2014 – 2018

PROJECTS

USED CARS PRICE CALCULATOR | ESC-Clermont | Clermont-Ferrand, France

Dec 2021 – May 2022

Analyzed 10+ years of online car listings to generate insights and predictive pricing models

- Scraped and analyzed ~10 million records, creating Power BI dashboards to visualize trends and support pricing decisions.
- Built ML models (XGBoost & Logistic Regression) to predict time to sell, estimated price, and optimal market for each car type.
- Identified shifts in customer preferences and car-buying trends over the decade, informing pricing strategies and market insights.

YOUTUBE ANALYTICS | ESC-Clermont | Clermont-Ferrand, France

Sep 2021 – Dec 2021

Analyzed trending videos to provide actionable insights for content creators, sponsors, and advertisers.

- Developed dashboards recommending optimal publishing times and tags to maximize reach and engagement.
- Identified and ranked high-performing channels across multiple countries for sponsors, based on audience, market segments, and viewership patterns.
- Analyzed trends in trending videos to suggest channels with the best clicks-per-view potential, improving targeting and campaign efficiency

INTERESTS

Photography | Video games | Electronics | Motorbikes | Manga & Comics | Anime | Movies | Travelling