

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