

Sai Vishal Varma Kothapalli

Product Manager, AI Products & Platforms

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PROFESSIONAL SUMMARY

Technical Product Manager who owns AI and platform products end-to-end, from strategy and discovery through launch, metrics, and stakeholder alignment. Currently PM for TransPerfect's AI & machine-translation portfolio: an e-discovery ML classifier, an internal MT operations platform, and a company-wide AI cost-analytics program. Unusually hands-on, building ETL pipelines, dashboards, and automation workflows to turn ambiguous data into decisions leadership can act on. Grounded in BI, data engineering, and ML product delivery across pharma, e-commerce, and legal-tech.

EXPERIENCE

TransPerfect

Oct 2023 – Present

Product Manager, AI & Machine Translation

Barcelona, Spain

Own product strategy, roadmap, and delivery for a portfolio of AI/ML and internal-platform products serving legal e-discovery, machine-translation operations, and company-wide AI governance.

E-discovery ML classifier (*flagship ML product*)

- PM owner of an API that classifies legal documents as responsive/non-responsive from small labeled sets, embedded into a legal-review platform as predictive coding (beta).
- Drove production validation at **~300K documents** and coordinated a multi-team release train across a Databricks ML pipeline, the API, and the review integration.
- Built an internal benchmark vs. the industry incumbent (post-fix model reached **87% recall** on a 22K-doc matter), informing honest launch positioning, a gated soft launch (3–5 pilot matters), cross-team RACI, and a facilitated-revenue path.

Internal MT operations platform (*2.0 rebuild*)

- Leading the 2.0 rebuild: large-job processing, multi-file workflows, and a modern React/TypeScript UI serving evaluators, translators, and PMs across MT engines.
- Contributed to Q1 2026 growth of **+32.5% daily evaluations** and **+40.8% daily translations**, with **+12% monthly unique users**; shipped chatbot integration, theming, and admin tooling.
- Built the platform's fully revamped frontend UI from scratch with **Cursor (AI-assisted development)**, taking it from concept to shipped product when engineering bandwidth was constrained.

AI usage & cost analytics (*executive visibility*)

- Built a company-wide AI-spend dashboard consolidating **7 providers** into PostgreSQL + Metabase for the CTO/C-suite.
- Designed daily ingest pipelines (Python cron, n8n, API backfill) and provider status tracking, replacing manual invoice chasing with trend and breakdown views; partnered with the Head of Analytics on schema design.

Portfolio & delivery

- Managed speech-to-text and AI-redaction products through roadmap and adoption tracking, and built internal KPI dashboards (n8n + Metabase) for product, user, and operational-health metrics across the AI portfolio.

Sanofi

Jun 2022 – Dec 2022

Business Data Explorer Analyst

Lyon, France

- Automated vaccine business-data collection and reporting for global Commercial Excellence and GTM teams across multiple countries.
- Built Qlik Sense dashboards integrated with a headless CMS to centralize localized KPIs; consolidated multi-source pipelines to near-100% accuracy and eliminated manual reconciliation.

Amazon

Nov 2019 – Jun 2021

Quality Specialist

Hyderabad, India

- Improved reliability of internal routing and monitoring systems; resolved static-route issues and shipped monitoring solutions the team adopted.
- Led internal Python (Matplotlib) and SQL training for a team of 8 as part of Amazon's Internal Training Program.

Anvizent

Jul 2018 – Feb 2019

Data Analyst

Hyderabad, India

- Designed BI dashboards aligned to organizational architecture standards and cut a daily data-model refresh from 54 to 40 minutes (~26%).

SKILLS

Product	Product strategy · Roadmapping · Discovery & user research · Prioritization · Launch planning · Stakeholder alignment · OKRs & metrics · RACI & cross-functional delivery · Beta/pilot programs · Competitive benchmarking
AI & ML	LLMs & RAG · Agentic workflows · ML product lifecycle · E-discovery / predictive coding · Speech-to-text · Model-quality evaluation · Active learning / TAR workflows
Data & technical	Python · SQL · PostgreSQL · Databricks · n8n · REST APIs · ETL design · Metabase · Power BI · Tableau · Qlik Sense · Docker · AWS · Azure · Git

EDUCATION

Master's, Business Intelligence & Analytics · ESC Clermont Business School	Clermont-Ferrand, France · 2021–2023
Bachelor's, Computer Science Engineering · O.P.J.S University	Churu, India · 2014–2018

INTERESTS

Photography · Motorcycles · Travel · Gaming · Anime & manga