

Neeraj Kumar Sharma

TECHNICAL PRODUCT MANAGER | AI AND B2B SAAS

ittsneeraj@gmail.com | +91 7470915225 | itsneeraj.com | [LinkedIn](#) | [GitHub](#)

Product-minded engineer and founder with 5 years of experience taking AI and B2B SaaS from customer problem to production. Combines discovery, prioritization, roadmap ownership, and product judgment with hands-on technical depth.

PRODUCT EXPERIENCE

Founder and Product Lead | Docsiv

06/2026 - Present

- Own product strategy, customer discovery, roadmap prioritization, and launch execution for an AI document workspace serving agencies and service firms.
- Framed the product around a recurring customer problem: proposals, reports, contracts, decks, and spreadsheets were fragmented across disconnected tools.
- Defined the core workflow - create, brand, share, sign, and track - and used it to prioritize the initial product boundary and release sequence.
- Led cross-functional delivery with designers, developers, and operators across AI creation, brand kits, client portals, analytics, collaboration, signing, and billing.
- Moved Docsiv from research through private beta and public launch; now onboarding early agencies, shipping weekly, and using customer feedback to guide distribution and the next bets.

Lead Engineer, AI Products | Virtual Xcellence

01/2026 - Present

- Led end-to-end product delivery for Govgrant.ca, an AI grant-matching platform serving 2,000+ users across Canada.
- Connected RAG-based recommendations to an automated ingestion pipeline that keeps more than 300 grants current each day.
- Led major workflows for SpeedIQ, a multi-tenant WhatsApp and email platform that has delivered 100k+ messages across campaigns and conversations.
- Translated customer and business requirements into recommendation, automation, analytics, onboarding, billing, administration, and Meta Business API workflows.
- Balanced user-facing scope with multi-tenant architecture, data freshness, platform reliability, and third-party API constraints so both products could operate as production SaaS.

Full-stack Developer and Project Manager | NJ Designpark

10/2022 - 01/2026

- Managed and shipped multi-tenant SaaS products across education, trades, marketing, and service businesses from requirements and workflow mapping through release.
- Built Trade Business School, combining course delivery, AI document processing, and student management for 200 learners.
- Introduced OpenAI and Claude workflows that reduced client support workload by 40% and improved operational scalability.
- Delivered custom business systems, monitoring tools, and automation infrastructure, saving clients more than \$5,000 per month.

Independent Product Engineer | Freelance

2020-2022

- Translated small-business needs into production web products, internal tools, and payment workflows using Django, Next.js, Node.js, Stripe, Razorpay, and PayPal.
- Owned the full delivery cycle from client requirements and solution design through implementation, deployment, and iteration.

SELECTED PRODUCT PORTFOLIO

- **Apstic | AI automation studio:** Designed and shipped workflows connecting CRM, commerce, accounting, WhatsApp, Slack, and Discord, plus a local-first AI assistant.
- **UK Postcode API | developer product:** Productized postcode data with authentication, rate limiting, usage analytics, and a customer dashboard.

PRODUCT SKILLS AND TECHNICAL DEPTH

Product: 0 to 1 strategy, customer discovery, workflow analysis, roadmaps, prioritization, requirements definition, product analytics, SaaS monetization, stakeholder communication, launch learning

Technical: AI/RAG, LLM workflows, SQL, Next.js, TypeScript, Node.js, Python, PostgreSQL, Supabase, REST APIs, webhooks, multi-tenant SaaS, analytics, payments

Tools: Figma, n8n, Vercel AI SDK, OpenAI, Claude, Gemini, Docker, Vercel, Railway, Stripe, ChargeBee, Dodo Payments

EDUCATION

B.Tech in Computer Science | Chhattisgarh Swami Vivekanand Technical University 2020-2023