

Neeraj Kumar Sharma

TECHNICAL PRODUCT MANAGER | AI AND B2B SAAS | 0 TO 1 PRODUCTS

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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. Built products serving 2,000+ users, delivering 100k+ messages, and reducing client support workload by 40%.

PRODUCT EXPERIENCE

Founder and Product Lead | Docsiv

2025-Present

- Own product strategy, customer learning, roadmap decisions, and launch execution for an AI document workspace serving agencies and service firms.
- Defined the core workflow - create, brand, share, sign, and track - after observing fragmented client-delivery processes across agencies.
- Led delivery of multi-tenant workspaces, AI document creation, brand kits, client portals, analytics, collaboration, signing, and plan-based billing.

Lead Engineer, AI Products | Virtual Xcellence

2025-Present

- Led end-to-end product delivery for Govgrant.ca, an AI grant-matching platform serving 2,000+ users with 300+ grants refreshed daily.
- Built 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 reliable recommendation, automation, analytics, onboarding, billing, and administration systems.

Full-stack Developer and Project Manager | NJ Designpark

2022-2025

- Managed and shipped multi-tenant SaaS products across education, trades, marketing, and service businesses from requirements through release.
- 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

- Built production web products and payment workflows for small businesses while completing a B.Tech in Computer Science.

PRODUCT AND TECHNICAL SKILLS

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

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

EDUCATION

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

2020-2023