

TANISHQ GULATI

SENIOR PRODUCT MANAGER - AI

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SUMMARY

AI product leader who takes **enterprise products with agentic systems and data intelligence from zero to one** in operationally complex industries. Owned **\$34M+ ARR** across franchise operations, banking, and enterprise software. Hands-on across **discovery, prototyping, agent architecture, eval design, and GTM**, turning fragmented data into adoption and revenue

PROFESSIONAL EXPERIENCE

Delightree, Bangalore, India

Mar 2026 – Present

Senior Product Manager - AI

- Launched **Ask Astra**, a reasoning-based **generative BI agent** over financial and operations data, reaching **45% weekly adoption across 200+ franchise brands** in 10 weeks by prototyping with frontier models against a **120-case eval suite**
- Shipped a **conversational AI agent** on a **grounded RAG pipeline** over customer SOP libraries, deflecting **55% of 1,200+ monthly operator queries** and cutting time-to-answer from **hours to under a minute**
- Built **6 tool-calling agent skills** for franchise consultants, including location diagnosis, launch radar, smart inbox, and meeting prep, cutting pre-meeting prep from **3 hours to 15 minutes** at **70% weekly usage** among 40+ consultants
- Ran **design-partner co-builds** with 4 flagship brands and graduated **3 client-specific agent skills** into platform capabilities

Eltropy, Bangalore, India

Nov 2024 – Mar 2026

AI Product Manager - 2

- Built the **Generative BI and AI Assistants suite** from **zero to over \$9M ARR in 11 months**, closing **23 enterprise clients** at \$390K average ACV across 400+ financial institutions with a 25-person cross-functional team
- Drove **AI Coach** to **85% adoption among 4,000+ frontline bankers** within 90 days and made **80% of analytics self-serve** by launching **Ask Intelligence**, an LLM-powered analytics layer on core banking data, cutting time-to-insight by **98%**
- Compressed enterprise deal cycles from **9 months to 3 months** and grew AI inbound pipeline **3.5x**, from 20 to 70 opportunities per quarter, by introducing **product-led free trials** backed by demos and enablement playbooks
- Architected an **orchestrator and sub-agent system** powering the suite's **multi-agent workflows**, lifting first-contact resolution by **22%**, and built an **MCP server** exposing suite capabilities to external agent clients

Sprinklr, Gurgaon, India

Jun 2022 – Nov 2024

Product Manager

- Owned the Product and Location Insights modules with **\$25M ARR across 110 global customers**, delivering over **\$11M in new ARR at 50% YoY growth** by shipping 60+ enhancements and earning the **Top Product Leader** award
- Cut time-to-insight by **85%** with **GenAI Insights Hub**, improved catalogue accuracy from **65% to 98%** and prep time from **8 days to 30 minutes** saving 4 FTEs, and cut Alerts setup from 5 minutes to 30 seconds
- Won **Walmart, Google, Amazon, and PepsiCo** through hands-on POC leadership across three consecutive quarters and lifted sales conversion by **20%** with playbooks, value cards, and GTM enablement workshops

Goodera, Bangalore, India

Jul 2021 – May 2022

Product Management Intern

- Shipped **13 ESG features for 200+ U.S. enterprises**, lifting NPS by 27% and retention by **44%**, and beat quarterly revenue targets by **30%** with a carbon calculator and digitalized materiality assessments

EDUCATION

BITS Pilani

Aug 2018 – May 2022

Bachelor of Engineering, Mechanical Engineering

SKILLS

- | | | | |
|------------------------|-------------------------|-------------------|------------------------|
| • Claude & OpenAI APIs | • LangGraph & LangChain | • LangSmith Evals | • Cursor & Lovable |
| • Multi-Agent Systems | • MCP & Tool Calling | • Python & SQL | • Mixpanel & Amplitude |