

KAVISH NAGPAL

Senior Product Manager | Data Products & B2B SaaS

iamkavishnagpal@gmail.com | 8130302360 | Delhi/NCR

LinkedIn: linkedin.com/in/kavish-nagpal-6ba0b8171 | GitHub: github.com/kavishnagpal

PROFESSIONAL SUMMARY

Product Manager with 4+ years of experience driving data product strategy, BI tool development, and product-led growth in B2B environments. Proven ability to own end-to-end product roadmaps, conduct customer discovery, and translate complex data challenges into shipped, high-impact solutions. Experienced collaborating with enterprise stakeholders and cross-functional teams to deliver data products at scale. Strong foundation in SQL, Power BI, Python, and API integrations, with growing expertise in AI/ML applications and agentic data solutions.

TECHNICAL & PRODUCT STACK

Data & Analytics: SQL (Advanced), Power BI (DAX, Power Query), Python, Azure Synapse, ETL Modeling, Data APIs.

Product & Strategy: Roadmap Planning, Customer Discovery, A/B Testing, Agile/Scrum, OKRs, Competitive Analysis.

Tools: Amplitude, Looker, Mixpanel, Google Analytics, Tableau, Jira, Confluence, Figma, Notion.

PROFESSIONAL EXPERIENCE

Senior Product Analyst / PM | R1 RCM Healthcare (2022 - Present)

- Owned the roadmap for enterprise BI data products, prioritizing features by synthesizing customer feedback, stakeholder input, and business goals — reducing reporting turnaround by 40%.
- Led end-to-end product discovery with US-based enterprise clients: conducted interviews, analyzed usage patterns, and translated insights into actionable product opportunities.
- Collaborated with US Product Owners and cross-functional teams to ship BI dashboards and data visualization tools, increasing leadership stakeholder engagement by 25%.
- Architected cloud data integrations using Azure Synapse and Data Lake, enabling scalable, real-time data pipelines foundational to new reporting product offerings.
- Defined success metrics, built performance dashboards, and ran experiments to validate hypotheses and continuously improve data product adoption and ROI.

Operations & Data Product Analyst | Belz Instruments (2019 - 2022)

- Analyzed operational datasets to surface product performance insights, directly informing roadmap decisions for internal tooling and service delivery improvements.
- Delivered weekly data product performance summaries to senior leadership, strengthening data-driven decision-making and cross-functional alignment.

KEY DATA PRODUCT PROJECTS

1. Enterprise BI Data Product (Integration & Roadmap Ownership)

- Scoped and shipped an enterprise BI layer integrating SQL pipelines with Power BI, enabling structured data consumption via APIs — driving a 40% reduction in time-to-insight for global leadership.

2. Predictive Churn & Retention Dashboard

- Built a Python-based churn model integrated into a Power BI dashboard; defined KPIs and partnered with Customer Success teams to drive measurable retention improvements.

3. E-Commerce Checkout Optimization

- Analyzed clickstream data (SQL) to identify a 20% friction point in payment flows; defined requirements and validated via A/B testing, targeting a 15% conversion lift.

4. Enterprise Health-Tech Portal Redesign

- Led customer discovery and information architecture redesign for an enterprise portal — reducing time-to-insight by 30% and improving data product NPS for a global user base.

5. AI-Powered Personalization Engine (Agentic Data Product Concept)

- Defined product requirements and data model for an LLM/ML-powered personalization feature; validated the agentic recommendation concept through behavioral data analysis and mood-based trend mapping.

EDUCATION & CERTIFICATIONS

Advanced UI/UX & Product Certification | EventBeep (MentorBeep) — **Top Performer**

B.Com (Commerce) — Subharti University (2019)