

# Parikshit Gupta

Technical Product Manager | Product Manager | [Portfolio](#) | [Article](#)

Email: [parikshitvmgupta@gmail.com](mailto:parikshitvmgupta@gmail.com)

Phone: +91 8999006366

LinkedIn: [parikshitgupta1](#)

Builder-turned-Product Manager with ~5 years of experience leading 1000+ feature launches and deep platform transformations in a hyper-vertical SaaS space. Obsessed with customer problems — from building ZenFire Co-Pilot (0→1, **\$30K ARR in 2 months**) to shipping an AI collections agent that secured a **\$1.5M ARR LOI** and scaling Stripe payment infrastructure to **\$1M+ in 3 months**. I thrive at the intersection of product strategy, technical execution, and design intuition.

## EXPERIENCE

ZenTrades Inc. (Formerly SmartServ Inc.)

### ● Technical Product Manager

July 2024 - Present

#### ❖ AI Agent - Collection / Accounts Receivable

- Built a conversational AI collections agent (fine-tuned **GPT-4o & Claude 3.7 Sonnet**) that ingests aging invoice CSVs, conducts real-time human-like payment calls with live-agent transfer & post-call analytics.
- Launched v1 in weeks; secured a **\$1.5M ARR LOI** from a PE account — live with **10+ mid-sized clients**. Standalone or CRM-embeddable. Backend on **Supabase**, frontend on **Netlify**.

#### ❖ Platform Leadership & Engineering (21-Person Team)

- Gate all FRDs, UI specs & technical docs before engineering handoff; own sprint prioritisation for AM, Onboarding & Sales teams.
- Cut iOS report generation to **sub-second** via S3 pre-generation; resolved CRM email deliverability via Sendgrid, SES & Valimail.
- Delivered Spanish localisation, Salesforce integration, geo-fenced Attendance, map-based scheduling & barcode asset inspection for a **300+ employee enterprise** (largest deal).
- Tax accuracy **70% → ~99%** (TaxJar); drove **30% lift in on-time payments**. Client Portal: **~\$500K ARR pipeline**. Compliance Engine: **~\$110K ARR pipeline**.

### ● Product Manager - I

July 2023 - July 2024

#### ❖ ZenFire Co-Pilot - AI Fire Inspection App (0→1) | [App Store](#)

- Sole founding TPM. Ran **50+ customer interviews**; built AI inspection tool (LISA LLM on **LLaMA 3 + GPT-3.5** + vector embeddings) with on-site NFPA compliance citations and instant quote generation.
- Cut inspection time **~70%**, quote turnaround **14 days → <1 hr**. **100+ signups, 25+ customers, ~\$30K ARR in 2 months**. Demoed at **a16z, Bessemer & Operator Stack**.

#### ❖ Other Highlights

- End-to-end **Mixpanel** tracking & session replays. Technician Location Tracking linked to payroll — top-rated project. HubSpot ↔ Zapier ↔ CRM sync for a **\$50K ARR HVAC enterprise**.

### ● Product Associate

July 2022 - July 2023

#### ❖ Payments Infrastructure v2.0

- Shipped ACH/ACS, bulk payments, Wisetack financing (~\$100K volume), POS/card reader (Stax, Gravity, Stripe), 3DS auth, refund automation & real-time Slack/SMS/email failure alerts.

#### ❖ Procurement Pipeline

- Built full procurement module (POs, BOM, Inventory, Vendor & Warehouse Management) integrated with QuickBooks Online & Desktop. Pricebook UX revamp: **>50% adoption lift**. Module: **~\$400K ARR in <1 year**.

#### ❖ Team, Stakeholder Management & Other

- Led team of 6 (PMs, PDs); restructured sprint planning cutting meeting time **50%**. Supported fundraising at **a16z & Operator Stack**.
- Job Costing module: **\$55K revenue in 6 months** — awarded best FRD/UI in company. Project Management MVP: **~\$500K ARR** + Mexico expansion.

### ● Product - Intern

January 2022 - July 2022

#### ❖ Stripe Payment Infrastructure

- Built Stripe payment stack from scratch (UI, FRD, QA). Onboarding: **14 days → <15 mins**. **\$1M+ transactions in 3 months, 30+ customers**. Checkout UX revamp cut transaction time **50%**. Negotiated rev-share deal with Stripe.

## AWARDS

### 3× ACHIEVER OF QUARTER | Q2'22, Q1'23 & Q2'23

ZenTrades Inc. (formerly SmartServ Inc.)

Recognized for exceptional creativity, timely delivery of high-quality work & large projects, and consistently exceeding client & org's expectations. Commended for effective collaboration with cross-functional teams and strong communication skills.

### REVERSE ENGINEERING OF HUMAN BRAIN FOR THE FIELD OF AI | RESEARCH PAPER

International Journal of Engineering Research & Technology | [Link](#)

Published in Year 2 of engineering — explored reverse engineering of the human brain to understand biological neural networks, leading to the development of ANNs and CNNs used in AI.

## EDUCATION

### MIT World Peace University —

Autonomous University

AUGUST 2018 - JULY 2022

Bachelors of Technology in Electrical Engineering

## SKILLS

### Product & Technical Executions

API Design (Open API), Integration Workflows, Automation (Zapier, Supabase), Platform Optimization, Feature Rollouts, QA Testing, Incident Management, Sprint Planning, AI Prompt Engineering

### Research

User Interviews, Usability Testing, Design Thinking, FRD, UI/Prototype, Documentation, Survey/NPS Analysis, Journey Mapping/Persona Creation.

### Software & Tools

Jira, Datadog, Amazon Cloudwatch, Amazon SES & Pinpoint, Slack, Postman, Metabase, MongoDB, MySQL, Figma, Miro, Elementor, Cloudflare, Google Analytics, Mixpanel, Microsoft Clarity, Zapier, Supabase, Sendgrid, Valimail.

### Business & Collaborations

Problem solving with design & strategy, User storytelling, Technical scoping & documentation, Stakeholder Management, Investor/Fundraising Collaboration, GTM Strategy, PMF Identification.