

Kajal Paliwal

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Technical Product Manager

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PROFILE

Technical Product Manager with 2 years shipping AI-powered B2B SaaS from discovery to launch, backed by a B.Tech in Computer Science (AI specialization) and a frontend engineering start. Own the AI evaluation and conversational-AI surface at SkillBrew.AI, an AI hiring platform - writing PRDs, defining success metrics, and making quality-versus-cost calls on LLM and voice features. Previously redesigned a SaaS onboarding funnel that lifted activation 32% and cut drop-off 40%.

WORK EXPERIENCE

SkillBrew.AI - Product Manager

Dec 2025 - Present

- Own the roadmap for the AI evaluation surface at a startup that grew from 8 to 15 people, turning a broad "assess candidates automatically" mandate into a prioritized, OKR-aligned backlog.
- AI product: Designed and shipped a three-tier AI interview report system (Levels 1-3) - scoring rubric, competency radar, evidence model - so recruiters defend hiring decisions with structured signal, not raw transcripts.
- 0-to-1 launch: Drove BrewVoice from concept to launch, a multilingual AI voice screening agent (Hindi, Tamil, English) that became the company's primary differentiator.
- Model quality: Shipped "Ask Bru," an agentic in-product assistant on Azure OpenAI with MCP tool calls, and curated a 120-entry evaluation dataset to benchmark answer quality pre-release; won the internal Zenith hackathon.
- Positioning & GTM: Ran competitive analysis against five incumbents (HireVue, iMocha, Mettl, Talview, Kula AI), converted the gaps into four vertical value propositions and an India-benchmarked ROI calculator, and supported the first paid enterprise client win (MPass).

AutoText AI - Product Manager

May - Nov 2025

Promoted from Frontend Developer after taking on discovery, prioritization, and release ownership.

- Discovery: Owned the end-to-end lifecycle with a 3-engineer team; ran fortnightly research with 30+ customers and authored a 10-document PRD library covering user stories, acceptance criteria, edge cases, and success metrics.
- Metric ownership: Instrumented DAU, activation, and churn in Mixpanel, diagnosed the sharpest funnel drop-off, and shipped targeted fixes that raised onboarding completion 22%.
- Experimentation: Rebuilt the OAuth 2.0 authentication flow after 20+ discovery sessions flagged it as the top friction point - cut login time 60% and increased average session depth 25%.
- Go-to-market: Coordinated a major release across sales, marketing, and customer success, onboarding 200+ new users in week one.

AutoText AI - Frontend Developer

Oct 2024 - Apr 2025

- Built 15+ production React.js interfaces and real-time dashboards for 100+ concurrent users; improved page load performance 35% via code splitting and memoization, and converted Figma prototypes into accessible components.

CORE SKILLS & TOOLS

Product, Discovery & Execution

Product Strategy & Vision, Roadmapping, OKRs, 0-to-1 Product Lifecycle, PRD Writing, Acceptance Criteria, Prioritization (RICE, MoSCoW), Go-to-Market, Competitive Analysis, User Research, Usability Testing, A/B Testing, Funnel & Cohort Analysis, Success Metrics & KPIs (DAU/MAU, Activation, Retention, Churn), Agile/Scrum, Sprint Planning, Release Management, Stakeholder & Executive Communication

AI Product, Technical & Tools

LLM APIs (OpenAI, Azure OpenAI), Agentic Assistants, Model Context Protocol, Model Evaluation & Eval Datasets, Prompt Engineering, RAG, Voice AI, Quality/Latency/Cost Tradeoffs, AI Scoring Rubrics | React.js, TypeScript, REST APIs, SQL, System Design, OAuth 2.0, AWS, Azure | Jira, Confluence, Linear, Notion, Figma, Miro, Mixpanel, Amplitude, Hotjar

PROJECTS

- **Onboarding Redesign — PM Initiative | Amplitude, Hotjar, Figma, Jira**
 - Traced a 40% drop-off at onboarding Step 3 via funnel analysis, led a cross-functional squad through a two-sprint redesign, and A/B tested it across 1,200 users - activation improved 32% and leadership approved full production rollout.
- **YTTrends — YouTube Analytics Dashboard | React.js, D3.js, YouTube Data API**
 - Set product vision for a self-serve creator analytics tool, applied RICE scoring to prioritize a 12-story MVP, and shipped in 4 weeks - validated product-market fit with a 50-creator beta cohort at 80% weekly active usage in month one.

EDUCATION

- **B.Tech, Computer Science (AI Specialization)**
Poornima Group of Institutions, Jaipur | Graduated 2024 | CGPA 9.2 / 10.0

Certifications

- **Anthropic Academy — 22 course certifications completed, Jun-Jul 2026**
Claude builder track: Building with the Claude API | Claude Platform 101 | Claude Code 101 | Claude Code in Action | Introduction to Model Context Protocol | Model Context Protocol: Advanced Topics | Introduction to Subagents | Introduction to Agent Skills | Introduction to Claude Cowork
Deployment: Claude on Google Cloud | Claude with Amazon Bedrock
AI Fluency: Framework & Foundations (scored 10/10) | AI Capabilities and Limitations | AI Fluency for Builders | Teaching AI Fluency | plus audience-specific tracks for educators, students, nonprofits, small business, and pK-12 Train the Trainer
- **Cloud, Product & Agile**
Microsoft Certified: Azure AI Fundamentals (AI-900) | Microsoft Certified: Azure Data Fundamentals (DP-900) | Product-Led Growth (PLG) Certification | Agile with Atlassian Jira (Coursera) | Product Management Fundamentals (LinkedIn Learning)
- **Community**
Core Member, AWS User Group Jaipur | Lead Organiser, AWS Campus Days (College Chapter) | 30 Days of Google Cloud