

Akshay Sharma

Agentic AI Product Manager | GenAI Products | AI Use Cases | Enterprise SaaS | Cloud Platforms

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SUMMARY

AI Product Manager with 8+ years of experience building Agentic AI, GenAI, cloud native SaaS, and enterprise platform products across tax compliance, retail, healthcare, cloud migration, and internal knowledge workflows. Strong record in 0 to 1 product discovery, AI use case design, roadmap ownership, PRDs, GTM alignment, and cross functional delivery. Focused on converting company level business problems into measurable AI products with clear value, adoption, governance, and enterprise readiness.

AGENTIC AI AND GENAI PRODUCT FOCUS

Agentic AI: Task decomposition, workflow agents, exception triage, human review, audit trails	GenAI Products: AI assistants, copilots, enterprise search, RAG, content generation, summarization
AI Product Management: Use case discovery, ROI sizing, PRDs, model evaluation, adoption metrics, GTM support	Enterprise Guardrails: Explainability, privacy controls, compliance workflows, governance, risk review

PROFESSIONAL EXPERIENCE

Senior Product Manager | Avalara | India | Mar 2025 – Present

- Owned AI enabled tax compliance product direction across communications, hospitality, and alcohol beverage use cases, aligning roadmap priorities across AvaTax and Returns experiences.
- Defined Agentic AI use cases for tax determination support, exemption reasoning, classification assistance, filing preparation, exception triage, and customer support automation.
- Shaped AI assistant workflows with human review, audit trails, explainability, privacy controls, and compliance guardrails for regulated tax workflows.
- Partnered with engineering, design, tax SMEs, customer success, and GTM teams to convert compliance pain points into pilots, product requirements, and enterprise ready capabilities.

Data and AI Product Manager | Brane AI Enterprises / NSL Hub | Apr 2023 – Feb 2025

- Led development of an integrated ERP and AI solution for a major Mexican retailer, connecting pricing, promotions, procurement, inventory, POS, and warehouse operations across 461+ stores and 6 warehouses.
- Built Promo AI and Pricing AI use cases for promotion planning, markdown decisions, competitor aware pricing, demand forecasting, and inventory risk alerts.
- Improved inventory planning through ML driven demand forecasting, reducing stockouts by 35% and excess stock by 12%.
- Led low code and natural language workflow capabilities that helped business teams create solution flows across retail, pharma, and other operating contexts.

Product Manager, Cloud Migration and Cost Governance | Microsoft | Feb 2022 – Apr 2023

- Led Azure CostIQ product experience for cloud migration pricing, budgeting, and governance, improving forecast accuracy by 25% and reducing decision time by 20%.
- Built AI driven cloud cost intelligence use cases that helped enterprise teams compare Azure, AWS, and Google Cloud scenarios and select migration paths with clearer ROI.
- Defined recommendation flows for workload sizing, budget planning, cost anomaly detection, and governance insights using ML based signals and enterprise cost data.
- Developed business cases and commercial enablement material that influenced \$10M+ in annual revenue through cross sell and upsell conversations.

Product Manager | Ernst and Young | Mar 2021 – Feb 2022

- Led development of SkillHubAI, an AI knowledge platform for reusable asset discovery, proposal acceleration, and internal productivity across sales and delivery teams.
- Built GenAI and ML based tagging, semantic search, content recommendation, and proposal reuse workflows, reducing redundant work by 25% and improving access to reusable assets by 30%.
- Enabled sales and pre sales teams to reuse successful proposal assets, reducing proposal preparation time by 20% and lowering effort cost by 15%.
- Created analytics dashboards that improved visibility into content usage, training needs, and productivity opportunities.

Product Manager | Larsen and Toubro | May 2019 – Mar 2021

- Defined product strategy for a Digital Transformation Platform and improved operating efficiency across business units by 25%.
- Owned MVP planning for a feasibility engine, including discovery, wireframes, PRDs, sprint inputs, user research, and adoption analytics.
- Improved adoption by 20% through better onboarding, product guides, and tighter collaboration with architects and business stakeholders.

Product Analyst | ADP | Mar 2015 – Jun 2017

- Worked on payroll and banking product requirements, process transformation, and customer research for Hire to Retire and payroll workflows.
- Conducted research with 200+ customers to identify pain points and support One ADP and One Payroll solution design.
- Used reporting and analysis to monitor adoption, engagement, and product performance and support leadership decisions.

SELECTED AI PRODUCT OUTCOMES

- Improved cloud migration forecast accuracy by 25% and reduced decision time by 20% through AI assisted pricing and governance workflows.
- Reduced stockouts by 35% and excess inventory by 12% through ML led demand forecasting and retail inventory intelligence.
- Reduced redundant work by 25% and proposal preparation time by 20% through AI powered knowledge management workflows.
- Created 50+ AI and GenAI proposals and offerings across Azure, AWS, and GCP with consulting, engineering, sales, and customer teams.

EDUCATION AND AI CREDENTIAL

- EPGP, IIT Kharagpur | Agentic AI | GenAI | 2026
- MBA | IIM Kozhikode | 2017 - 2019
- B.Tech | JNTU | 2010 - 2014

TOOLS AND PLATFORMS

Azure | AWS | GCP | Power BI | Figma | Miro | Draw.io | Jira | SQL | dbt | Snowflake | RAG | AI assistants | GenAI workflows | AI governance | Model evaluation | Enterprise SaaS