

VAIBHAV PUROHIT

AI Product Manager | Enterprise Strategy & AI-Native Builder

Leesburg, VA | 408-210-5762 | vaibhav.vp3797@gmail.com | linkedin.com/in/vaibhav-purohit | vaibhav-purohit.com | github.com/vaibhav-groundwork

AI Product Manager who ships production AI, not just roadmaps: two products built 0-to-1 from agentic architecture to live deployment. 6+ years turning enterprise ambiguity into multi-million dollar business outcomes at Deloitte and Visa. MBA with Strategy & Marketing.

PROFESSIONAL EXPERIENCE

Deloitte Consulting, Customer & Marketing Practice

Dallas, TX | Dec 2018 – Jul 2024

Business Process Lead (2022–24) | Business Architect (2021–22) | Business Technology Analyst (2018–21)

- Owned the product roadmap and backlog end-to-end across 8+ enterprise CRM/CX engagements (Edward Jones, Google, Hajoca Corporation), turning ambiguous stakeholder discovery into 50+ prioritized user stories and converting a \$1.6M discovery engagement into a \$20M implementation commitment.
- Led product strategy and delivery across 3 concurrent cross-functional teams (15+ members each) to launch a scalable B2B onboarding solution, cutting turnaround time 30%, and grew 8 analysts into independent, client-facing contributors.
- Drove business discovery and future-state product strategy for banking clients (Federal Reserve Bank, Silicon Valley Bank), building and presenting the ROI case that won C-suite approval for a \$70M technology transformation.
- Facilitated cross-functional design workshops with engineering, UX, and client stakeholders to translate future-state process maps into phased product requirements and delivery roadmaps.
- Partnered with QA and engineering to gather and validate business requirements across enterprise CRM implementations, reducing rework during user acceptance testing.
- Ran agile ceremonies (sprint planning, backlog grooming, retrospectives) across distributed delivery teams, improving sprint predictability and stakeholder visibility into progress.
- Defined the client success scorecard, adoption, CSAT/NPS, and retention KPIs, tracked post-launch across the CRM portfolio to guide roadmap prioritization and inform renewal and expansion conversations with account leadership.

Visa Inc., Visa Consulting & Analytics

Washington, DC | Jun 2025 – Aug 2025

Payments Strategy Manager: MBA Intern

- Owned end-to-end product requirements for an internal AI-powered sales-automation tool, cutting manual workflow time 20% across a \$42M business unit, and mined 10,000+ transaction records to identify 7 client growth opportunities worth up to \$1.5M in incremental revenue.
- Facilitated stakeholder interviews with sales and marketing leaders to define product requirements and prioritize the automation roadmap for a fast-follow release.
- Defined adoption and engagement KPIs for the sales-automation pilot, tracking usage across rep cohorts to inform the post-pilot go/no-go and expansion decision.

AI PRODUCTS SHIPPED

Groundwork: Multi-agent AI research & document intelligence tool groundwork.streamlit.app/

- Designed an autonomous LangGraph agent loop that runs web research or RAG over uploaded documents, judging its own information gaps and producing a polished report exportable to Word or PowerPoint.
- Built an independent LLM-as-judge evaluation layer to eliminate self-grading bias, with targeted regeneration on the weakest-scoring dimension and cost guardrails for production safety.

Pitt-Lords: AI-powered lease compliance checker across 4 legal jurisdictions pitt-lords.vercel.app/

- Built a 4-agent RAG pipeline (parser, verdict, verifier, report builder) matching lease clauses against 73 hand-sourced legal requirements, each finding backed by a clickable citation to the primary government source.
- Built a severity-weighted eval harness that caught a live retrieval regression mid-build and shipped a real production system, Next.js on Vercel with FastAPI and PostgreSQL on Railway, with guardrails rejecting any invented citation.

Core AI Infrastructure: LangGraph, Retrieval-Augmented Generation (RAG), Vector Databases (ChromaDB, pgvector), Multi-Agent Systems, LLM-as-Judge Evaluation, Eval Harness Design, Prompt Caching, LangSmith Observability

EDUCATION

Carnegie Mellon University, Tepper School of Business

Pittsburgh, PA | May 2026

Master of Business Administration - Strategy & Business Technologies | Tepper Merit Scholarship

Rajiv Gandhi Technical University

Indore, India | Jun 2018

Bachelor of Science - Computer Science & Engineering | Honors Degree

SKILLS & CERTIFICATIONS

- AI/ML Product:** LLM Product Strategy, Prompt Engineering, Agentic Workflows, RAG System Design, Model Evaluation & Benchmarking, Responsible AI Guardrails
- Product Management:** Product Strategy & Vision, Roadmapping, Backlog Prioritization, User Story Writing, Go-to-Market Strategy, OKR Definition, Stakeholder Management, Agile/Scrum
- Technical & Tools:** Python, SQL, REST APIs, Git/GitHub, Cursor, Claude Code, JIRA, Confluence, Figma, Tableau, MS Visio, Miro
- Certifications:** Microsoft AI Product Manager Professional Certificate | LangChain Academy LangGraph Foundations Certificate