R. E. SAI HARSHA SADHU
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Professional Summary

*Results-driven **Product professional** with **5+ years** of end-to-end **B2B** & **B2C** product development experience across health-tech, AI, fin-tech, RevOps, and identity verification domains. **Built** and **scaled 0 to 1 products**, led teams of up to 25, & awarded as a Young Leader. **ISB alumnus** with an intrapreneurial mindset and a relentless focus on delivering outcomes.*

Education

MASTERS' UNION — 2026-Present
PGP in Technology & Business Management | MU **Scholarship** for **Technology Leaders** — **Gurugram**
Elected **President** of **Product Management Club**

VASAVI COLLEGE OF ENGINEERING (VCE) | OSMANIA UNIVERSITY — 2017-2021
Bachelor's in Electrical & Electronics Engineering | **CGPA: 8.36/10** — **Hyderabad**
Recipient of the **Young Leader Award** (Given to 6 / 800 students) | **Best Final Year Project Award,** *Dept. of EEE*
Co-Director & Chief Designer of EEE Dept. Tech Magazine Team | **Vice President** @ Swayam Entrepreneurship-dev. Cell

NARAYANA JUNIOR COLLEGE — 2014-2017
Telangana State Board of Intermediate Education - Class XI & XII | **91.8%** — **Hyderabad**

SRI CHAITANYA SCHOOL
Telangana State Board of Secondary Education - Class X | **CGPA: 9.7/10** | Elected **School Head Boy**

Certification Programmes

INDIAN SCHOOL OF BUSINESS (ISB) — 2019-2020
Technology Entrepreneurship Programme **(Graded A)** | Semi-virtual one year programme — **Hyderabad**
Awarded as Top 1 / 84 teams across Telangana & Andhra Pradesh | **Led a team of 5** from Idea to MVP

T-HUB HYDERABAD (**World's Largest Innovation Center)** — 2022-2023
Go-to-Market Mastery Programme (Lab32) - Cohort 9 | 4 % Acceptance Rate — **Hyderabad**

Experience

CLOUDPHYSICIAN HEALTHCARE PRIVATE LIMITED (Health-Tech | AI) — Jan'25-Jun'26
Product Manager — **Bangalore**

- Achieved **₹15L+ ARR** and **300+ patient consults** in **3 months** by building and launching an enterprise-grade dialysis consultation platform in 4 weeks, owning end-to-end development
- **Reduced** doctor-doctor handover **time by 85%** for teams managing 70+ patients daily by **building an AI-driven handover assistant** that automated patient summaries and revamped the international admit flow
- **Lessen nurse requirements by 50%** and improved **quality of care 1.5x** by driving **AI-assisted workflow automation** across nursing operations.
- **Drove a 3x increase in daily adoption** and a **3-point NPS gain** by leading a **full mobile-app revamp** of user flow, core functionality, and UI design
- Received **Hira (Diamond) Award - Certificate of Excellence,** top individual recognition for high-value delivery

EURO BILL PAY OÜ (Estonian Fin-Tech Start-up) — Mar'24-Nov'24
Consultant Product Development Manager — **Hyderabad**

- **Conceptualised** and **delivered** the **MVP** of a **B2B2C payments** & **billers** aggregator platform **in 3 months**, defining core functionalities and overseeing product design

SOVIRN OÜ (Estonian Web3 & Cloud-Services Start-up)
Consultant Product Manager

- Achieved **2,500+ applicants** onboarding in **45 days** by directing **tech** and **design teams** to launch a European job portal in 2 months; led the 0 to 1 phase of a blockchain-based decentralized identity-verification platform.

REVGAIN SOFTWARE PRIVATE LIMITED (RevOps | AI) — Sep'23-Feb'24
Product Manager — **Hyderabad**

- **Directed engineering** efforts to **develop and launch** the **POC** and **MVP within** a **4-month timeline**, and effectively presented the first functional release to unicorn clients, ensuring alignment with their evolving needs for future iterations
- **Reduced** client **digital onboarding time by 60%** by re-defining functional requirements for 120+ APIs, and driving their development and implementation in collaboration with developers and the chief architect
- **Delivered** a **chat-based AI module** with dynamic text and chart responses for business analytics, **reducing dashboard setup time** and **accelerating insight discovery by 75%**

MY DATA MY CONSENT / CONSCIOUS AI PRIVATE LIMITED (Identity Verification | Fin-Tech) — Jul'21-Aug'23
Product Lead (Aug'22-Aug'23) | **Product Manager & Designer** (Jul'21-Aug'22) — **Hyderabad**

- **Reduced churn by 40%** by analysing and **fixing usability across 50+ shipped features**; **executed 3 pilots**, signed 4 partners, and onboarded 1,500+ users
- **Built 85+ core platform features from scratch** by working cross-functionally with developers, designers, and testers
- **Designed 1,000+ screens** across mobile, web, and tablet, plus the full product design system and brand guide.
- **Developed 15+ product roadmaps** and **120+ PRDs**, and shaped PMF & GTM strategies along with the leaders at T-Hub

Online Certifications

- **UX Mastery Program (12 weeks) & UI Design Mentorship Program (8 weeks)** | *GrowthSchool - Jul'22*
- **Google UX Design Professional Certificate** | *Coursera & Google - Dec'21*
- **Technology Consulting Virtual Certification** | *Coursera & Google - Jul'20*
- **Advanced Product Management: Vision, Strategy & Metrics** | *Udemy - May'20*
- **Entrepreneurship Essentials (Graded in Elite + Silver Tier)** | *Indian Institute of Technology Kharagpur (IIT-K) - Apr'19*

Achievements

- **Featured on a popular Regional Newspaper on being a Core Team member of a Unique Start-up** | *Eenadu - Feb'23*
- **Finalist & Awarded with INR 5,000 in Real Venture Pitch Battle** | *Wadhwani National Entrepreneurship Network - Jul'20*
- **Top 10 Finalist of Inter College Business Idea Tournament (2018-19)** | *TiE Grad & TiE Hyderabad - Feb'19*

Skills

Business: Product Management · Product Vision & Strategy · Roadmap & Prioritization (RICE/MoSCoW) · GTM & PMF Strategy · Market & Competitive Analysis · Sprint Planning & Backlog Management · Stakeholder Management

Technical: Product (UX/UI) Design · Data & Product Analytics · Heuristic Analysis · Rapid Prototyping · Programming

AI: AI Product Development · AI Workflow Automation · LLM feature integration · Powerpoint · Token Optimisation

Tools: Jira · Mixpanel · Miro · Google Analytics · Figma · SQL / MongoDB · Excel · Powerpoint · Word · Postman · VS Code