

# RAJESH SAHU

Product Manager | AI & Workflow Automation | B2B SaaS & Fintech

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## SUMMARY

Product Manager with 4+ years shipping 0-to-1 workflow automation, payroll, and compliance products for global B2B SaaS — cutting manual effort by up to 80% and onboarding time by 35% across 100+ countries. Builds AI-assisted, human-in-the-loop systems that ship fast and hold up at scale.

## EXPERIENCE

### Associate Product Manager

Sep 2021 – Nov 2025

*Multiplier | Global Payroll and HR SaaS | Remote, India*

- Built a centralized payslip validation and assignment engine across 100+ jurisdictions, cutting manual compliance interventions by 60-80% and improving payroll SLA adherence.
- Scaled EOR onboarding from 2 to 25+ markets by defining localized contract, time-and-attendance, and payroll-hour workflows, cutting onboarding time by 35%.
- Shipped self-serve offboarding across 7 APAC markets, replacing manual ticket-based processes with guided resignation, termination, and contract-end journeys.
- Built the Product Operations function across 100+ countries — API automation and SQL dashboards cut manual overrides by 60% and improved payroll-cycle reliability.
- Launched real-time pricing and employer-cost calculators, reducing sales back-and-forth and speeding up enterprise deal cycles.

### Founder & Product Lead

Dec 2025 – Present

*Vaani | Independent Civic-Tech Project | Andhra Pradesh*

- Validated the need for a Telugu-first grievance platform and shipped a web and Android MVP end-to-end — discovery, PRD, UX, architecture, and go-to-market.
- Designed a four-step complaint journey with OTP verification (Twilio), GPS tagging, and photo evidence (Cloudinary), enabling submissions in under 3 minutes across 26 districts and 450+ mandals.
- Recorded 50+ citizen complaints across 8 districts within 48 hours of soft launch with zero paid acquisition; built officer triage using SLA status and community escalation.

## SELECTED AI PRODUCT WORK — full case studies & live prototypes at rajeshsahu.me

- AI Reconciliation Workspace — Confidence-scored exception matching, evidence-backed review, and audit trails for finance close.
- PM Experiment Copilot — AI workspace that challenges problem framing and hypotheses before a team commits build time.
- Payroll AI — Detects salary, proration, and compliance exceptions pre-payday, with an explicit AI-recommends / human-approves boundary.
- Document Intelligence — AI-powered vendor document review that extracts, validates, and flags exceptions before a vendor is approved.

## SKILLS

Product — Product strategy, discovery, 0→1 execution, workflow design, PRDs, roadmaps, prioritization, GTM, user research, metrics

AI & Build — LLM product design, human-in-the-loop systems, REST APIs, rapid prototyping, full-stack shipping (Next.js, React Native)

Tools — Figma, Jira, Postman, Streamlit, Supabase, Vercel, Twilio, Cloudinary, SQL

## EDUCATION

B.Tech, Computer Science and Engineering — Indian Institute of Technology (IIT) Kanpur

May 2021

Recognition: Multiplier Employee of the Month — 2022 and 2025