

ANKIT BHANGAR

13+ years experience (**Product Management: 8+ years**)

Enterprise AI / B2B SaaS • Energy / Oil & Gas / Legal

Gurgaon, India

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Summary

Director of Product Management with 13+ years building AI platforms and B2B products across enterprise AI, legal-tech, and oil & gas. **Led a 5-person core product team with ~15 engineers and data scientists**, moving key metrics — model accuracy ↑, documents processed ↑, onboarding time ↓, active usage ↑, project costs ↓, and recurring revenue / ARR ↑ — and expanding platforms into new domains.

How I work

User-centric • Business-outcome focused • Future-minded • Clear Communication

Experience

COGNIZER INC. – Bangalore / Gurgaon, India

Director of Product Management — Jul 2022 – Present

Senior Product Manager — Jan 2020 – Jun 2022

Product Manager — Aug 2019 – Dec 2019

Enterprise AI and legal-tech company building a platform, **Cortex**, that reads unstructured content to support faster, better contract decisions.

- Led the pivot from a general AI assistant to a Legal AI platform, fine-tuning models with legal users to reach **~98% F1 across 100+ labels** and enabling **six-figure ARR per enterprise customer** on high-volume contract workloads.
- Directed evolution of the core platform (ingestion, retrieval, evaluation, governance, APIs/SDKs) to **increase documents processed per customer** and **reduce onboarding time** to first useful answer, **creating new ARR opportunities in new domains** such as technical documentation and pharma research.
- Introduced a **“business use case”** way of working (one business problem at a time, clear users/flows/metrics) and standardised written decision logs, improving alignment across Product, Engineering, and GTM, and helping new joiners ramp

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up faster. (**Project value ≈ \$100K/year, ARR expansion within existing accounts**)

PETRO IT – Gurgaon, India

Product Manager — Jan 2019 – Nov 2019

Builds software products for the **energy industry**, with **oil & gas pipelines** as a significant focus and **PipeTrak** as a flagship product.

- Owned the definition and launch of **Stack61**, an inventory product for leftover pipeline materials that standard inventory systems missed; enabled reuse of materials, **cut future project costs (up to five figures)**, and created a new recurring revenue stream (**low five-figure ARR from MRR up to ~\$100/user/month and ~20 users per project**) from existing clients.
 - Re-platformed the legacy field mobile app onto a configurable, modern stack aligned to real site workflows; increased **monthly active mobile users (MAU) by ~50%** and improved per-user revenue across pipeline projects (**average project value ≈ \$100K/year, ARR expansion within existing accounts**).
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CHIMES GROUP (Dauble • ABC+D) – Gurgaon, India

Product Manager / BA & UX roles — 2016 – 2019

Group including a **visual-arts marketplace (Dauble)** and a UX/consulting arm (**ABC+D**).

- For **Dauble**, led product discovery through launch: user interviews, **wireframes/prototypes**, and simple experiments to improve signup and engagement; later worked with leadership to sunset the product when it did not reach sustainable PMF, freeing engineering capacity for higher-ROI work.
 - For **ABC+D**, acted as **Business Analyst / UX** on enterprise projects: clarified requirements, created wireframes and flows, and aligned users, executives, and engineering, reducing rework and helping teams ship closer to what customers needed.
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TOP QUALITY INTERNET DEVELOPMENT (TQID) – Kathmandu, Nepal
Business Analyst / UX — 2012 – 2015

- Translated loosely defined business problems into **wireframes, prototypes, and clear requirements**, reducing ambiguity and rework for web and mobile projects.
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THE MAGMIRROR – India

Founder (side project) — 2023 – Present

- **Founded MagMirror**, a screen-mirroring accessory with integrated LED lighting and wireless charging, and took it from idea through product design, validation, **manufacturer (ODM) selection**, and small-batch production.
- Tested with early customers and supported a **screen-mirroring accessory patent**, generating **early revenue** and proving the ability to ship end-to-end outside of software.

Education

Bachelor of Engineering (BE), Computer Engineering

Maharashtra Institute of Technology, Pune — 2011

Patent

Screen Mirroring Accessory (Pending) — An accessory that combines screen-mirroring with lighting for better video/content viewing (MagMirror project).

Capabilities & Tools

- **Product leadership:** Product management, product strategy, portfolio planning, roadmaps, OKRs, cross-functional leadership, stakeholder management
- **AI & platform:** Enterprise AI, legal-tech, conversational AI, model fine-tuning, F1 optimisation, retrieval-augmented generation (RAG), knowledge graphs, APIs, SDKs, REST, GraphQL, webhooks, OAuth, multi-tenant SaaS, B2B SaaS
- **Metrics & growth:** ARR, MRR, usage-based pricing, activation, adoption, MAU, onboarding / time-to-value, cost reduction, expansion in existing accounts
- **Execution & UX:** Experimentation, A/B testing, product analytics, discovery, backlog management, Agile/Scrum, user research, wireframing, prototyping
- **Tools:** Jira, Confluence, Figma, GA / Amplitude / Mixpanel (or equivalent)