Rahul Saini

Bachelor of Engineering
in Computer Engineering
Thapar Institute of Engineering and Technology, Patiala

+91-9528720002
rahulsaini.2k2@gmail.com
sainirahul.com · Certifications
linkedin.com/in/rahul-saini-tiet-patiala

Summary

Product-minded builder with **1.5 years** of experience in **enterprise procurement SaaS** (RFx, e-Auction, P2P). Translated **50+ enterprise user pain points** into **10+ feature proposals** adopted into the product roadmap and drove platform deployments at **Reliance Industries** and **M3M India**. Builds AI products hands-on, including **Sumio**, an LLM spreadsheet copilot.

Product Impact: contributed to a 20% reduction in procurement cycle time at Reliance · 3 M3M business units live in 3 months with zero critical defects · 200+ users fully operational within 4 weeks of go-live · 10+ product gap fixes adopted by engineering

Education

Degree	Institute/Board	CGPA/Percentage	Year
Bachelor of Engineering	Thapar Institute of Engineering and Technology, Patiala	7.0	2025
Senior Secondary	Central Board of Secondary Education	80.8%	2021
Secondary	Central Board of Secondary Education	85.4%	2019

Skills

- **Product**: Product Discovery, Product Roadmap, Product Lifecycle, PRDs, BRDs & User Stories, Requirement Gathering, Feature Scoping, A/B Testing, Workflow Design, Stakeholder Management, UAT & Release Validation, User Adoption & Time-to-Value
- **AI**: LLM Product Design, Prompt Engineering, AI-assisted Prototyping (Claude Code), Google AI Studio, n8n, Make
- **Domain**: Enterprise B2B SaaS, Workflow Automation, Access Control & Audit Trails, System Integrations (Kafka, Azure)
- **Data & Tools**: Excel, Tableau, Dashboarding, Jira, Confluence, Postman, HubSpot

Experience

- **Procol Tech Private Limited** *March 2025 - Present*
  Customer Success Specialist (Sep 2025 - Present) · Customer Success Intern (Mar 2025 - Aug 2025) Onsite Delivery
  - Turned **50+ client pain points** from **2 enterprise accounts** into product requirements adopted by engineering, running **product discovery** directly with buyer and ops users.
  - Authored **10+ feature proposals** adopted into the **product roadmap**, including a negotiation layer that turns prices agreed in buyer–vendor messages into live RFQ/auction values behind two-sided approval, and a deterministic bulk-import engine.

  Client Engagement: Reliance Industries Limited *October 2025 - Present*
  - Contributed to a **20% reduction in procurement cycle time** by rolling out the platform across **3 RIL business units (O2C, Retail, Jio)**, running UAT for **5+ mission-critical modules** and validating **Kafka & Azure** integrations.
  - Ran gap analysis on the Access Management, Auction, and Audit Trail modules, surfacing **10+ product gaps** whose enhancements were adopted by engineering; wrote SOPs used to onboard **4+ RIL divisions**.

  Client Engagement: M3M India Private Limited *July 2025 - October 2025*
  - Took **3+ business units** live in **3 months** with **zero critical post-launch defects**, owning BRDs, workflow mapping, and UAT across **100+ scenarios**.
  - Drove adoption to full operational readiness within **4 weeks** of go-live by training **200+ buyer and ops users**; advised buyers on negotiation strategy, contributing to a **15% reduction** in average deal closure time.

  Internship **Offer Letter** *March 2025 - August 2025*
  - Built an **AI-driven L1 support bot** for routine customer queries; validated releases with Product & Engineering and improved **P2P workflows** and the Templates and Workflows modules.
- **Sales and Marketing Intern** *January 2025 - March 2025*
  SAP Infra Technologies Private Limited **Offer Letter**
  - Ran B2B outreach to **50+ clients** and data-driven campaigns, contributing to a **15%** lift in lead conversion.
- **Data Analytics Intern** *June 2024 - August 2024*
  Eyesline Telematics Private Limited **Certificate**
  - Analyzed GPS and fuel data for **150+ vehicles**; built dashboards that saved the team **15 hours/week** of manual reporting.

AI & Product Projects

- **Sumio: AI Spreadsheet Copilot** *2026 - Present*
  AI-assisted build · LLM-powered product **Live**
  - Identified a gap for non-expert spreadsheet users who know what they want but not the formulas; defined a product where they describe the task in plain Hindi or English and get back a corrected file with live formulas and an explanation of every change.
  - Prioritized reliability over flexibility: the AI only plans the changes and trusted code executes them, so results are accurate and auditable. Wrote the **PRD (100+ features, 4 phases)** and a phased build & test plan; core engine built and now in testing.
- **AI Intake Agent for Procurement Event Creation** *2026 - Present*
  Internal initiative, Procol
  - Scoped a conversational agent that creates RFx and sourcing events from **6 input types** (including pasted tables, service codes, and plain descriptions), checks every code against the item master, and prompts for missing fields, designed to replace line-by-line entry and Excel template uploads.
- **UniExchange: Trade Within Campus Walls** *Jan 2024 - May 2024*
  Campus marketplace for 10,000+ students **GitHub**
  - Owned product planning, feature scoping, and business modeling, projecting **INR 1.36 Cr revenue by Year 3**.

Leadership

- **Executive Core**, Thapar Food Festival, Thapar University *July 2023 - June 2024*
  - Managed an **INR 35L budget** and a **200-member team**; negotiated **INR 15L+ in sponsorships** with brand partners.
- **Operations Head**, Paryavaran Welfare Society, Thapar University *January 2023 - December 2024*
  - Directed a **150+ member team** running sustainability drives, including a pollution check camp for **500+ vehicles**.