

PRYANK WADHERA

Senior Product Manager | 0-to-1 B2B SaaS, B2C, AI and Platform Products

New Delhi, India | Open to relocation, hybrid and remote | Available to join immediately

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Portfolio: pryank18.github.io | github.com/pryank18

SUMMARY

Senior Product Manager with 7+ years of experience, 5+ in product, building 0-to-1 B2B SaaS, B2C, marketplace and AI products across India and Africa. Evaluated three new markets for an on-demand fuel delivery company, then launched Zimbabwe, building the B2B business from zero to 50+ enterprise and regional clients and 8 active depots. In India, shipped a vendor onboarding platform that cut activation time from over a day to under half a day, and specified an IoT monitoring platform piloted with a major steel producer. Builds agentic AI prototypes (LLMs, RAG, evals) in Python and LangGraph. Now Country Head, running the country P&L while keeping release ownership of both platforms.

EXPERIENCE

Country Head and Product Manager | FuelBuddy | Harare, Zimbabwe | May 2026 – Present

Asked by the CEO to run the Zimbabwe business alongside the product role; reports to the Business Head in India.

- Set Zimbabwe release priorities for the Fuel Management System (FMS) and Vendor Management System (VMS) on the central product roadmap, tracked against North Star KPIs of monthly volume and active depots.
- Write user stories, acceptance criteria and compliance rules for the Zambia and Nigeria rollouts, the next two markets for both systems.
- Own the Zimbabwe P&L across pricing, procurement, logistics and sales, within Zimbabwe Energy Regulatory Authority (ZERA) and Zimbabwe Revenue Authority (ZIMRA) rules.
- Own customer credit and collections, covering credit risk and daily reporting.
- Forecast demand from daily volume data in Excel and SQL to allocate supplier volumes across 8 active depots, with zero stock-outs.
- Hired and now lead an 8-person team across business development, logistics and finance; coordinate 50+ colleagues in Mozambique, Zambia, the UAE and India.

Product Manager, Zimbabwe | FuelBuddy | Harare, Zimbabwe | Apr 2025 – Apr 2026

Led FuelBuddy's market and competitive evaluation of Zimbabwe, Zambia and Nigeria, then moved to Zimbabwe for market entry, business development and FMS product fit.

- Ran 40+ customer discovery interviews with transporters, vendors, fuel stations and corporates, feeding FMS and VMS requirements into the product backlog.
- Improved unit margins through pricing and supplier mix.
- Built the go-to-market and positioning: ~15 suppliers signed in month one, incl. global traders and the national oil company on USD settlement, and 50+ enterprise and regional clients won from a 400+ network.
- Grew the B2B bulk-fuel supply business from zero to 8 active depots.

Product Manager | FuelBuddy | Gurugram, India | Jan 2023 – Apr 2025

On-demand fuel delivery platform. Worked with the CEO, CTO and MD, three peer PMs and 15 engineers on B2B and B2C consumer products, using Jira, Confluence and Salesforce, with funnel metrics and dashboards in Amplitude and Tableau.

- Cut average delivery time from 60 to 55 minutes by root-causing failures in IoT order sync, route optimisation and slot booking; shipped A/B-tested fixes, delivery SOPs and live customer-feedback resolution.
- Specified and shipped UPI Intent and QR checkout for the B2B platform, piloted internally with FuelBuddy's own teams in Gurugram, Bengaluru, Hyderabad and smaller clusters in Odisha: 2,000+ transactions in month one.
- Cut vendor activation time from over a day to under half a day with validation rules in a Vendor Management System (VMS) built from 300+ pump-owner interviews; it now serves 150+ vendors.
- Defined 100+ FMS requirements (tank gauges, flow meters, RFID); its 6-month pilot at a major Indian steel producer cut loss, theft and spillage.
- Partnered with the GM and CEO on Project Arjun, mapping EV and oil & gas retail infrastructure from 100+ fleet and EV operator interviews; plan approved by leadership.
- Secured FuelBuddy's first Indian Oil (IOCL) retail station lease.

Associate Product Manager | Legal Suvidha (LegalTech SaaS) | Gurugram, India | Sep 2021 – Dec 2022

- Took the web and mobile MVP from requirements and Figma wireframes through engineering handoff to launch within 8 months.
- Introduced Agile/Scrum for the product team, with standard Product Requirements Documents (PRDs) and sprint planning, cutting time-to-market from requirements to release by 25%.
- Ran the Jira backlog and user stories; A/B-tested onboarding flows as website visitors grew from ~120 to 1,000+.

Research Associate | Citizens Foundation for Policy Solutions | New Delhi, India | Aug 2019 – Aug 2021

- Designed and coordinated surveys for pollution-control policy research for the Delhi Government; prepared research reports and policy drafts and engaged stakeholders.

SKILLS

Product: Product strategy, product roadmap, 0-to-1 and MVP, product discovery, customer discovery, user research, PRDs, user stories, acceptance criteria, prioritisation, release management, A/B testing, experimentation, North Star KPIs, product analytics, funnel analysis, Agile/Scrum, go-to-market (GTM), positioning

AI and Data: Generative AI, LLM agents, RAG, evals, prompt design, AI UX, human-in-the-loop design, SQL, Python, LangGraph, LLM API, data analysis, demand forecasting

Platform: B2B SaaS, multi-tenant SaaS, REST APIs and integrations, Shopify API, IoT (tank gauges, RFID, flow meters), UPI payments

Tools: Jira, Confluence, Figma, Amplitude, Tableau, Excel, Salesforce, Supabase, Postman

Business: P&L ownership, market entry, international expansion, business development, sales pipeline, unit economics, pricing, credit risk, procurement, vendor management, stakeholder management, team leadership

PROJECTS

Personal builds, separate from employer work. Full portfolio and demos at [pryank18.github.io](https://github.com/pryank18).

Msafara | Multi-agent AI prototype for B2B tourism vendor coordination | Python, LangGraph, LLM API

- Prototyped solo for tour operators and DMCs: LLM agents with prompts designed for bounded negotiation, RAG over vendor context, evals on agent decisions and a human-in-the-loop escalation UX.

Dispatch OS | Multi-tenant B2B e-commerce and quick-commerce SaaS for FMCG distributors | Supabase, REST APIs, Postman, SQL

- Shipped per-tenant ordering, credit control, stock and SKU catalogue in an MVP used in distributor pitches.

Pravesh | Exam-prep app for UPSC, SSC and banking aspirants | Convex

- Scoped the product, content structure and a free model with voluntary UPI support; live.

Freelance client work | Alongside full-time roles | 2021 – 2024

- Built a Shopify e-commerce app for separate clients, integrated with 3+ merchant stores via the Shopify API.

EDUCATION

MBA, AI for Business | O.P. Jindal Global University (online) | Dec 2025 – Dec 2026 (expected)

Master's, AIHC & Archaeology | Deccan College PG & Research Institute, Pune | 2019

BA (Hons), History | University of Delhi | 2017

CERTIFICATIONS

Certified Product Manager (micro1) · Technical Product Management (PMI via LinkedIn Learning) · Agile Scrum Master (Simplilearn) · Becoming an AI-First Product Leader (LinkedIn Learning) · Professional Diploma in International Business Management (European Open University)

LEADERSHIP & MENTORING

Guest Mentor, IIM Raipur (PGP 2023–25): mentored student groups on international energy-business expansion and fuel management systems.

LANGUAGES

English, Hindi, Punjabi, Marathi