Manhar Verma

Product Leader · 0→1 Builder · AI & Automation Systems
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Total Experience: 13+ Years (Product, Automation, and Business Transformation) · Product Experience: 9 Years

PROFILE SUMMARY

Product leader with 13+ years of experience and 9 years building products, platforms, and operational systems from 0→1. Proven track record translating ambiguous business problems into scalable workflows, automation solutions, and AI-enabled products that improve execution, visibility, and efficiency. Experienced partnering with C-level stakeholders to drive product strategy, implementation, and adoption across cross-functional teams. Combines systems thinking, hands-on execution, and emerging AI capabilities to deliver measurable business outcomes.

SELECTED IMPACT

- Increased vendor engagement from 15–25% to 70–80% through an AI-powered voice hiring solution.
- Improved operational efficiency by 2x and reduced manual tracking effort by ~50% using an AI tracking copilot.
- Built a custom CRM platform creating visibility into a ₹70L–₹1Cr monthly sales pipeline.
- Reduced audit effort by 80–90% through workflow automation and approval systems.
- Reduced manual effort across business operations by 80–90% through platform-led process redesign and automation.
- Shipped three internal apps at a logistics client in 2026 (FleetSetu, KRAstra, Doori) on Google and Firebase free tiers.

CORE STRENGTHS

Product Management & Strategy: Product Lifecycle Management · 0→1 Product Development · Roadmap Planning · Stakeholder Management · Cross-functional Collaboration

Systems & Platform Design: Workflow Architecture · System Design · Platform Development · Process Optimization · Internal Products

AI & Automation: AI Agents · Conversational AI · AI Copilots · Workflow Automation · Prompt Engineering

Data & Analytics: KPI Tracking · Dashboarding · Business Intelligence · Financial Reporting

Tools: ChatGPT · Claude · Google Gemini · Perplexity · Google Apps Script · Google Sheets · Looker Studio · Notion · ClickUp · Miro · VAPI (Basic) · 11Labs (Basic)

Additional Strengths: 0→1 Product & Platform Development · Systems Thinking & Workflow Architecture · AI Adoption & Automation Strategy · Cross-functional Program Leadership · Executive Stakeholder Management · Prompt Engineering & AI Workflows · Structured Problem Solving · Operating Effectively in Ambiguous Environments

Career Progression: 2013–2017: Finance & Analytics · 2017–2020: Process & Operations Optimization · 2020–2024: 0→1 Platform & System Building · 2024–2025: Product, Automation & AI Initiatives · 2025–Present: Product & Automation Consulting

PROFESSIONAL EXPERIENCE

Independent Consultant · Business Autopilot, Product & Automation Consultant *Dec 2025 – Present*

Partner with businesses to identify operational bottlenecks and design scalable automation, workflow, and AI-enabled solutions.

- Translate business requirements into structured workflows, product blueprints, and system architectures.
- Advise organizations on implementation of AI agents, automation tools, and internal platforms.
- Support end-to-end product thinking from problem discovery and workflow design to implementation guidance.
- Explore development of AI-led SaaS and automation products.

CJ Darcl Logistics (WBU), Product & Automation Consultant (client engagement), Jul 2026 – Present

- Built FleetSetu, an own-fleet operations visibility app (Apps Script to Firebase; v12.8 live Sep 2026): one status model replacing three vocabularies, derived detention, GPS-tags-humans-decide rule, usage guard rails enforced in database rules, deployed under enterprise laptop constraints.
- Built KRAstra, a KPI scorecard app (v4.1 live Sep 2026) with benchmark scoring, effective-dated role assignments and a full audit trail; piloting key-account-manager scorecards.
- Standardised 1,783 KRA rows for 198 employees (510 KRA names) into 15 heads and 57 standard KPIs with 99.3% row mapping; estimated 88% auto-trackable if source data exists.
- Built Doori, a company-wide trilingual (English/Hindi/Korean) road-distance tool on a zero-cost Google stack with a shared lane cache, replacing per-user scripts that hit daily API limits.
- Delivered an independent assessment of a vendor AI showcase to leadership: use-case ranking, four recommendations, and pass/fail gates before spend.

CJ Darcl Logistics Limited · Product Manager, AI & Operational Systems *Jul 2024 – Nov 2025*

Led internal product, automation, and AI initiatives improving operational efficiency, visibility, and workflow execution.

AI Vehicle Hiring Agent (Voice AI)

- Identified vendor engagement as a critical bottleneck in vehicle procurement workflows and led design of an AI-powered voice outreach system for automated rate collection and bidding participation.

- Defined outreach strategy, vendor-contact governance, and deployment workflows; coordinated external AI partners and worked directly with the President and cross-functional stakeholders to align business objectives with implementation.
- Increased vendor engagement from 15–25% to 70–80% and expanded outreach capacity by ~10x in a successful proof of concept.

AI Tracking Copilot

- Led development of an AI-assisted shipment tracking copilot addressing fragmented workflows across a 40+ member operations team.
- Translated operational playbooks into structured AI-assisted workflows, centralized shipment visibility, and historical tracking intelligence, deployed through a human-assisted model to support adoption and operational continuity.
- Improved team productivity by 2x, reduced tracking effort by ~50%, and removed dependency on manual task allocation.

Sales CRM with Geo-Tracking (0→1)

- Owned end-to-end build of a custom sales operating platform for pipeline visibility, field execution, and performance tracking.
- Designed CRM workflows, geo-enabled activity tracking, KPI dashboards, reporting systems, training content, and supporting intranet infrastructure.
- Created visibility into a ₹70 lakh to ₹1 crore monthly sales pipeline without third-party CRM investment.

Instaspaces Realtech Pvt. Ltd. · Product, Automation & Platform Lead | Core Team *Dec 2017 – Jul 2024*

Led product and platform development across operations, finance, sales, vendor management, and customer delivery; owned discovery, workflow design, implementation, adoption, and continuous improvement of internal products.

Virtual Office Product (0→1)

- Led development of a virtual office platform following GST-driven market changes, defining the complete customer lifecycle from order placement through service delivery.
- Designed workflows, operational systems, and data architecture that enabled scalable execution, delivery, and growth.

Vendor Dashboard Platform

- Built a vendor-facing platform providing visibility into bookings, invoices, and payment status.
- Automated workflows via WhatsApp and email, reducing manual coordination and improving vendor experience and transparency.

Financial & Business Intelligence Systems

- Designed reporting systems covering cash flow, weekly P&L, sales performance, order fulfillment, and renewal tracking.
- Built centralized dashboards with real-time financial and performance insights, supporting faster business decisions.

Expense Approval System

- Identified lack of expense visibility and audit inefficiencies as key operational challenges.
- Built an automated approval workflow integrated with WhatsApp notifications and tracking.
- Achieved 100% visibility into expense approvals and reduced audit effort by 80–90%.

Organization-wide Systems & Workflow Automation

- Built and scaled internal products: CRM, HR systems, KPI tracking frameworks, pricing portals, and intranet platforms.
- Standardized processes via workflow automation and centralized systems, cutting manual effort across teams by 80–90%.

Gopal Rao & Co. | Jain S Kumar & Associates · Staff Accountant *Sep 2013 – Aug 2017*

- Tax audits, financial reporting, compliance engagements, GST registrations, tax filings, and income tax assignments.
- Served domestic and international clients, including project office-related work.

EDUCATION & TRAININGS

PG Diploma in Financial Management, YMCA IMS | 2022
Bachelor of Commerce (Hons), Delhi University | 2014
Business Coaching (10X program), BCI – Rahul Jain | 2022
Master of Commerce (M.Com), Jamia Millia Islamia | 2021
Intermediate (CA – Group 1), ICAI | 2013
Techmastery & Business automation, CEOITBOX | 2021

WHY HIRE ME

Product-first operator: I ship tools that remove manual work and scale operations. **Bridge builder:** I convert business requirements into technical solutions and drive adoption. **Startup-hardened:** comfortable with ambiguity, rapid iteration, and cross-functional leadership.

ACHIEVEMENTS & INITIATIVES

- Awarded Excellence in Implementation by CEOITBOX for process automation innovation.
- Conducted enterprise workshops on Generative AI and data-driven productivity.
- Mentored teams on AI-assisted automation and business intelligence.
- Co-creator of @rit.mann (18.3 K+ followers): content and community-building initiative.

Personal Builds: Steady: a free, private, local-first mood-tracking progressive web app; shipped v1.7 and built v2.x with opt-in sync, as founder and product owner.