

# Kumar Aniket · [kumaraniket.com](http://kumaraniket.com)

Senior Product Manager · AI Platforms · Enterprise SaaS

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5+ years of experience shipping AI-powered enterprise products: agentic workflows, AI cost management, and knowledge graph systems, across cloud, customer intelligence, and planning platforms.

## WORK EXPERIENCE

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- **Amnic - Cloud & AI cost intelligence** Senior Product Manager  
*Founded by an Ola co-founder; customers include Bosch, Zepto, Whatfix, LambdaTest* *September, 2025 - Present*
  - **AI Token Management:** Led product development of an enterprise LLM spend management capability across OpenAI, Gemini, Anthropic, and Bedrock, providing unified visibility into AI usage, real-time anomaly detection, unit-economics tracking, and cost attribution across applications, users, and teams; adopted by 10+ enterprises.
  - **Cloud Inventory:** Led the launch of a multi-cloud inventory product that unified resource and configuration data across AWS, Azure, and GCP into a single searchable system of record, enabling customers to discover, govern, and secure cloud assets with integrated policy controls; helped win Amnic's largest six-figure enterprise deal.
  - **AI-native Analytics Agents:** Built AI agents that automate a FinOps analyst's workflow from natural-language requests by analyzing cloud cost and usage data, surfacing anomalies and optimization opportunities, and generating dashboards; defined human-in-the-loop review workflows.
  - **Virtual Tags:** Delivered Virtual Tags, enabling customers to unify inconsistent cloud tags and attribute spend to the correct teams and projects; rolled out to all accounts and adopted by ~75% of customers within a month.
- **Interpret - AI Voice-of-Customer platform** Product Manager  
*Customers include Notion, Canva, Linear, Perplexity* *November, 2024 - August 2025*
  - **Customer Knowledge Graph:** Led development of an AI-powered adaptive taxonomy and customer knowledge graph that links feedback to products, users, accounts, and opportunities, continuously learning from customer data to replace manual tagging and deliver contextual product insights; adopted by 50+ enterprise customers.
  - **Sales Insights (Win/Loss):** Launched an AI-powered feature that synthesizes sales calls, CRM data, and customer feedback to identify win/loss drivers, linking them to product gaps, competitors, use cases, and customer segments to guide product and GTM decisions; led customer discovery from concept to launch.
  - **Workflow Builder:** Launched a low-code workflow builder enabling customers to automate customer feedback analysis (e.g., sentiment-shift detection, chatbot performance evaluation) without writing code.
- **Drivetrain - AI-native FP&A / business planning platform** Product Manager  
*\$15M raised (Elevation, Jungle Ventures, Venture Highway)* *October, 2022 - October 2024*
  - **Financial Planning & Forecasting:** Led development of planning and forecasting capabilities that transformed finance teams from static annual planning to continuous forecasting, enabling rolling forecasts, multi-scenario modeling, and real-time what-if analysis.
  - **Headcount Planning & Collaboration:** Led development of a collaborative headcount planning module enabling finance and hiring managers to model hires against live P&L and cash-flow impact, alongside real-time sharing, commenting, and change tracking to keep planning aligned across teams.
- **Soroco - Process-mining / work-graph platform (Scout)** Associate Product Manager  
*200+ organizations globally, including Fortune 500* *June, 2021 - September, 2022*
  - **ML-driven Work-Graph Modeling:** Led enhancements to Scout's machine-learning work graph that reconstructs employee journeys from raw activity logs, improving the accuracy of workflow mapping and helping enterprises identify bottlenecks and automation opportunities.
- **BlockDeliver - Decentralised marketplace for CDN providers** Founder & CEO  
*Partnerships with Kingsoft Cloud and ArvanCloud CDN, providing services to 30 countries* *January, 2020 - May 2021*
  - **Decentralized CDN Marketplace:** Founded a blockchain-powered CDN marketplace enabling CDN providers, ISPs, and users to share and monetize spare bandwidth through token-based incentives.
  - **Team & Leadership:** Led product strategy, technical architecture, and execution from concept to MVP; built and led a 15-member team across five countries, recruiting from IIT Kharagpur, IIT Madras, Microsoft, etc.

## EDUCATION

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- **Indian Institute of Technology, Kharagpur [IIT-KGP]**  
*Dual Degree (Bachelors and Master of Science/Technology) in Computer Science*

## SKILLS

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**AI / ML:** LLMs, Generative AI, AI agents & agentic workflows, prompt engineering, machine learning, RAG

**AI Tools:** Claude, Claude Code, Cursor, Figma Make

**Languages:** Python, SQL, C++ **Tools:** JIRA, Confluence, Linear

**Product:** Discovery, roadmapping, 0-1 delivery, Agile/Scrum, cross-functional leadership