Aman Babber

PRODUCT MANAGER · ENTERPRISE SAAS · FINTECH · AI

amanbabbar2009@gmail.com
linkedin.com/in/babberaman
Portfolio
+91 82104 72133

AT A GLANCE

12+ yrs
BUILDING PRODUCT

$8B+
ANNUAL AWARDS PROCESSED

5
AI FEATURES SHIPPED

1M+
BORROWERS SERVED

TOOLKIT

PRODUCT
0→1 building · Enterprise B2B SaaS · API platforms · Pricing & monetization · Roadmap & prioritization · Cross-functional leadership

AI & DATA
Retrieval-Augmented Generation (RAG) · Multimodal AI validation · AI eval sets & precision/recall tuning · LLM orchestration · Anthropic Claude API

TECHNICAL
Hands-on coding via Cursor · Git · Reading & contributing to production code · System-design literacy

PROFILE

12+ years building product, mostly on founding teams — enterprise SaaS, fintech. Employee #3 at Scopeworker: bootstrapped, profitable, $8B+ in annual telecom contract awards, anchored by T-Mobile and Samsung. Before that, founding Product Designer at Avail Finance — acquired by Ola in 2022. I own revenue surfaces end-to-end, lead an 18-person product org, ship AI to production, and write code when it calls for it.

Full case studies here.

EXPERIENCE

Scopeworker
Oct 2019 — Present

Product Manager · Founding team, employee #3

Enterprise SaaS for US telecom infrastructure. Scaled with the company from 12 to 45+ people while it stayed bootstrapped and profitable since day one — growing from Product Designer into leading the core revenue surfaces.

- Sole PM running 2 of 3 squads (Contracts and App) — an 18-person org of 9 engineers, 6 QA, 2 designers, and 1 DevOps in BE/FE-led pods.
- Own the surfaces driving ~85% of revenue — T-Mobile (40%), Samsung (20%), and supplier monetization (20–25%), launched from zero on a usage-based, pay-on-success pricing model that converted 100% of 800+ Fortune 500 suppliers — **$14M in net-new revenue.**
- Platform moves $8B+ in annual contract spend on-platform — renewed and expanded every year across the contract lifecycle I own end-to-end.
- Led Samsung's launch — the company's second anchor logo, now ~20% of revenue — building the enterprise API platform supporting **~500k cell sites.**
- Shifted contract creation to supplier-led scoping, driving ~60% supplier-initiated contracts across all 850+ suppliers and removing a major buyer-workflow bottleneck.
- Designed a two-phase duplicate-detection system (deterministic rules + AI layer, client-owned golden eval sets, precision/recall tuned) that stopped **$2.74M** in double-billing across cancelled contract workflows.
- Built a RAG-grounded multimodal field-validation system that caught 21,000 repeat site-visit billings (**$7.1M** spend-audit risk), cutting the error rate from 18% to under 2% and the review cycle from 3 days to same-day.
- Diagnosed and led a 2.5-month rebuild of a 7-year-old AngularJS contract dashboard, cutting load times from 15–20s to 3–4.5s.
- Hands-on in the codebase via Cursor — shipped a bulk-acceptance tool used 300+ times a day, and a full-stack Claude-API QA app that turns a Jira story into a test session.

TOOLKIT, CONT.

DOMAIN

Telecom infrastructure · Consumer lending & credit underwriting · Procurement · Blue-collar fintech

CRAFT

User research · Journey mapping · Figma · Spec writing · Acceptance testing

EDUCATION

PG Certificate in Strategic Product Management

IIM Visakhapatnam · Executive Education

2025

BA in Hotel Management

IIHM Bangalore · Dual degree with University of West London, UK

2012 — 2015

Avail Finance

Jan 2017 — Sep 2019

Founding Product Designer · Employee #10 · Acquired by Ola, 2022

One of India's first blue-collar fintech lenders, founded by Ola co-founder Bhavish Aggarwal's brother. Scaled from 10 to 200 people through a $17.2M Series A backed by Matrix Partners, Binny Bansal, Kunal Shah, and Manish Patel.

- Scaled monthly disbursement ~83x — from ₹12 lakh to ₹10 Cr/month — building the core lending product (application, digital underwriting, disbursement, collections) for ~5,000 loans/month at exit.
- Drove cumulative disbursement from zero to ₹250 Cr and 1M+ borrowers — serving drivers and gig workers of Ola, Swiggy, Ecom Express, and Quess Corp.
- Cut time-to-disbursement from 5 days to 4–5 hours (~95%), enabling repeat borrowing at scale — the majority of the book was returning customers.
- Kept NPA stable at ~5% through 83x growth, in line with blue-collar lending benchmarks despite scaling into a high-risk segment.
- Built financial-literacy content across 6 Indian languages — video and text designed for low-literacy users in the blue-collar segment.
- Partnered with the CTO, Head of Engineering, 7 engineers, and 3 QAs to ship credit and collection flows balancing frictionless UX with tight risk controls.

Earlier Experience

2014 — 2017

Product & design roles across enterprise SaaS, consumer marketplaces, and agency.

- **Jugnoo** — Senior UX Designer (hyperlocal marketplace).
- **ILANTUS Technologies** — Management Trainee, Products (enterprise IAM SaaS).
- **Snyxius** — UX Designer / Design Lead (product development agency).