



Sanjay Sankar

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Summary

Product Manager with 5 years of experience across health-tech, fintech, and AI SaaS. Skilled in managing cross-functional teams, driving product strategy, and executing under pressure. Guided by curiosity, lifelong learning, and purpose-driven impact.

Professional Experience

Product Manager | ThoughtMinds | Kochi

- Led end-to-end delivery of 2 AI chatbot projects within 4 months, including one for a US-based healthtech firm with over 10,000 active users.
- Conducted stakeholder demos and weekly reviews to align on expectations and ensure product-market fit.
- Ensured rapid deployment under 4 months with limited resources while maintaining quality and accuracy.

Product Manager | CareStack | Trivandrum

- Module PM for the Revenue Cycle Management module (insurance claims & plans) used by 500+ dental practices across the US.
- Managed an 11-member cross-functional team (Engineering, Design, QA and Infra) to improve operational efficiency and reduce claim rejection rate.
- Led sprint planning and retros, improving delivery consistency and velocity.

Associate Product Manager | Baton Systems | Chennai

- APM for the Core-Collateral product - a flagship SaaS platform driving \$1.1M in annual revenue by integrating and automating collateral workflows for Tier-1 global banks.
- Drove end-to-end feature releases adopted by 3 enterprise clients across the US and Europe, directly contributing to \$300K in upsell and expansion revenue.
- Partnered with the COO to conceptualize and launch a KPI dashboard tracking 25+ operational metrics.
- Aligned engineering and operations priorities through daily stand-ups and OKR mapping.

Software Developer | Baton Systems | Chennai

- One of two developers who built the front-end interface of the Core-Collateral platform from scratch using React.js, resulting in the onboarding of 2 enterprise clients.
- Built 10+ core backend services in Java (Spring Boot) to support real-time asset tracking and validation.
- Built an internal analytics dashboard to track sprint progress and engineering throughput, which led to a 12% improvement in sprint velocity and better risk flagging.
- Worked closely with product and QA teams to ensure test coverage and release hygiene.

Education

Bachelor of Technology (Production Engineering) – Government Engineering College, Thrissur | India

Accomplishments

- Promoted for ownership and product thinking - Promoted from Software Developer to Associate Product Manager at Baton Systems based on performance and ownership.

Certifications

Lean Six Sigma, KPMG India

Extra-Curriculars

- Selected as the Placement Cell Head of the Product Management Club at IIM Ahmedabad from a cohort of 158 students.