

NAVIN LALWANI

+91 8460535416 | lalwaninaveen1211@gmail.com | [LinkedIn](#)

SUMMARY

Product Manager with 3 years building and scaling B2B SaaS products for enterprise clients across US, EU, and APAC. Currently leading a Point of Sale product for retail brands. Track record of 0→1 launches, driving \$1.3M ARR and reducing onboarding time by 60%. Backed by 5 years in engineering, enabling strong system thinking & cross-functional execution. Hands-on with AI tools (Claude, n8n, Cursor, v0), with production-deployed workflows.

WORK EXPERIENCE

Product Manager | **Ginesys — ERP, OMS & POS for Retail Brands** | Mar 2026 – Present

- Leading POS product strategy and driving SSO adoption across 500+ clients to enhance security & scalability

Product Manager | **GoComet — Enterprise Supply Chain SaaS** | Jul 2023 – Dec 2025

PM Team Lead | 3 core SaaS products | 14 engineers & 5 QAs | US/EU/APAC enterprise clients

GoShipment — Workflow Automation & Collaboration Platform

- Grew product from \$200K to \$1.3M ARR in 12 months, scaling from 10 to 28 enterprise clients by stabilising the product foundation, cutting onboarding time from 6 to 2 months, and repositioning sales around client outcomes
- Designed client-configurable automation rules; reduced onboarding TAT by 4 weeks and accelerated time-to-value
- Built table-based data storage system adopted by 10+ clients in the first month, saving ~40 dev hours/client; a Middle East enterprise proactively migrated from legacy field-based storage after seeing the improvement
- Fixed cross-product integration (GoShipment→GoInvoice) that was causing financial data errors and growing CS escalations, restoring enterprise trust before churn materialised

Order Management — 0→1 Enterprise Product

- Built SKU-level order visibility and consolidation platform from scratch; scaled from 1 to 3 enterprise clients in 8 months, contributing \$300K ARR
- Reduced go-live timelines by standardising APIs, reusable core product components & building ERP Integrations

Analytics & Dashboards

- Redesigned Freight Data Analytics Dashboard to serve procurement teams, improving NPS from 9 to 37
- Upsell insight: rebuilt trust in analytics capability directly seeded the Custom Analytics product I subsequently led

Senior Design Engineer | **Onward Technologies (Caterpillar)** | Feb 2021 – Jul 2023

- Led 2-member team on hydraulics module design & development for wheel tractor-scrappers at Decatur, US
- Reduced engineering change notices by 30% by implementing standardised assembly-design processes

Design Engineer | **Larsen & Toubro** | Jul 2018 – Feb 2021

- Led 4-member team on 40L/tyre-curing press development; reduced BOM costs by 15% in 12 months
- Reduced design time by 30% by automating Tubing workflows in Creo

SELECTED PROJECTS

- AI format mapping: Built n8n AI agent to auto-map 100+ custom Excel formats to standard product fields
- Sales Enablement: Ran targeted industry-cluster outbound campaign using competitor-specific metrics; — secured DM demo for 5 clients
- Healthtech (Plum): Redesigned teleconsultation workflows through user interviews and survey-led discovery; reduced cancellation rate from 14% to 5% (Product teardown challenge winner)
- Market Expansion (Park+): Built city expansion strategy including MVP scope, ops model, and 3-year financial plan

EDUCATION

Business Management Program — Stoa School | Sep 2022 – May 2023

BE Mechanical Engineering — MS University of Baroda | Jul 2014 – Apr 2018

TOOLS

AI & Prototyping: n8n, Cursor, Loveable, v0, Claude | **Product & Design:** Jira, Confluence, UI/UX, Figma | **Analytics:** Mixpanel, Metabase, Hotjar, Power BI | **Marketing:** HubSpot, Google Search Console, SEMrush