

# Nischal Kanishk Pathak

Bangalore, Karnataka | nischalkanishk@gmail.com | +91 7411741855 | linkedin.com/in/nischalkanishk

---

## PROFESSIONAL SUMMARY

Product Manager with 4+ years of experience building 0-to-1 products and scaling B2B SaaS and consumer platforms across Web, iOS, and Android. Known for combining strong design thinking with technical depth - from system architecture to user research - to ship products that move real metrics.

---

## SKILLS

Product Strategy, Roadmapping, PRD/FRD Writing, Feature Prioritization, Agile/Scrum, GTM Strategy, KPI Tracking, A/B Testing, Stakeholder Management, Release Planning, Mobile PM (iOS/Android), B2B SaaS, System & Database Architecture, Multi-tenant Design, API Integration, Security Architecture, AI/LLM Integration, Workflow Automation, Prompt Engineering, n8n, Supabase, Mixpanel, Amplitude, Figma, JIRA, Notion

---

## EXPERIENCE

### Senior Product Manager, Founder

Nov 2024 – Present | Belgaum / Bangalore

#### One Moment, Belgaum / Bangalore

- Engineered a custom trip planning platform that cut planning time from 20+ hours to under 3 hours; scaled to Rs. 20L+ in revenue with 50+ bookings across 10 international destinations.
- Architected and shipped the product end-to-end, growing to 5,000+ new users/month through organic and content-led acquisition.
- Launched sales and marketing pipelines from scratch, improving lead-to-booking conversion rates by 30%.
- Developed an AI-powered lead generation tool, reducing time spent on prospecting by 70%.

### Senior Product Manager

Dec 2023 – Nov 2024 | Bangalore, Karnataka

#### Dental Stack, Bangalore, Karnataka

- Owned product strategy across Web, Android, and iOS for a B2B SaaS dental practice tool; scaled to 100,000+ patient records.
- Reduced patient onboarding time from 50+ minutes to under 5 minutes through redesigned flows and iterative feature shipping.
- Conducted 40+ doctor interviews; converted insights into shipped features including simplified onboarding, live activity widgets, and patient tools, driving 50% user adoption.
- Tracked growth and drop-off funnels using Mixpanel; partnered with marketing on GTM campaigns reaching 10,000+ doctors.
- Shipped a WhatsApp AI automation for doctors to handle patient queries and lead generation, cutting patient interaction time by 30%.

### Product Designer to Product Manager

Jan 2022 – Dec 2023 | Bangalore, Karnataka

#### Coupl (YC S22), Bangalore, Karnataka

- Led 0-to-1 product development; shipped the founding version that contributed directly to Coupl's YC S22 admission.
- Scaled to Rs. 10Cr+ in transactions, 1,000+ DAU and 5,000+ MAU; improved onboarding driving a 25% increase in user retention.
- Conducted 50+ user interviews; tracked drop-off using Mixpanel and Amplitude to continuously shape the product roadmap.

### UX Designer Intern

Dec 2021 – Jan 2022 | Remote

#### Kodo (YC W21), Remote

- Redesigned the customer dashboard UX, driving a 50% increase in onboarding conversion rate.
  - Overhauled the B2B card handling platform to reduce payment friction by 20%, improving checkout completion across 500+ business users.
- 

## PROJECTS

**Aspaas** — Built a 3-sided local delivery PWA (User / Vendor / Admin) from scratch; sole product owner across system architecture, database design, UX, and development.

**Insurance Tech Platform** — Architected a secure multi-entity document processing platform handling 10,000+ PDFs; automated a 3-role workflow (Bank to Middleman to Broker), reducing end-to-end processing from 2 weeks to 30 minutes.

---

## EDUCATION

**Gogte Institute of Technology (GIT)**

2018 – 2022

Bachelor of Engineering (B.E.), Computer Science | Belgaum, India