

Sai Ashish Palai

Bangalore, Karnataka • saiaishishpalai74@gmail.com • +91 9979037839 • [LinkedIn](#) • [Github](#)

EDUCATION

CHANDIGARH UNIVERSITY

Bachelor of Technology, Computer Science & Engineering

CHANDIGARH, INDIA

June, 2018 - June, 2022

EXPERIENCE

PALAI GLOBAL EXPORTS ([Kalinga Foods](#) and [Sthvara](#))

Founder

MORBI, GUJARAT

Feb 2026 - Present

- Built supplier and buyer networks across agricultural exports ([Kalinga Foods](#)) and ceramic tiles ([Sthvara](#)), managing sourcing, export compliance (APEDA, IEC, GST, FSSAI, UDYAM), freight coordination, third-party quality inspections, ECGC-backed trade risk management, and order financing with investors.
- Designed and built **Palai Outreach OS**, an internal AI-powered GTM platform using Gemini Pro, Perplexity, custom SMTP tracking, and webhook orchestration to automate lead enrichment, outreach, and customer engagement.
- Self-hosted a WhatsApp automation gateway (Oracle Cloud, whatsapp-web.js, PM2, Vercel Webhooks) enabling scalable multi-channel outreach and CRM synchronization.

CONVIN AI

Associate Product Manager

BENGALURU, INDIA

Aug 2024 - Oct 2025

- Owned end-to-end development of Convin.ai's flagship **Auto QA** from client discovery to solution design, driving adoption gains that positioned Convin among **India's Top 6 Startups (2025)** by LinkedIn.
- Restructured Auto QA from Python scripts to a scalable **no-code rule engine** product; cut Go-To-Market time by 48% and boosted product adoption by 60% across 80+ enterprise clients.
- Built custom integrations and automated support workflows via **n8n**, resolving recurring tickets, reducing support queue load by 40%, and improving CSAT.

PUBLICIS SAPIENT

Product Engineer L1

BENGALURU, INDIA

Jan 2022 - Aug 2024

- Built and maintained core React web applications for 1 year; later stepped into scrum master role for the accessibility team, driving delivery to hit 95% WCAG 2.1 Level AA compliance.
- Junior Product Owner for Stellantis Free2Move; coordinated client-side web application interface specs with Accenture design teams, ensuring on-time delivery for European EV customers.

PROJECTS & INTERNSHIPS

Haven7

AI Productivity Tool for PMs

Sep 2025 - Dec 2026

[Github](#) | [Project](#)

- Architected vector-based semantic search tools utilizing **pgvector** to search across internal documentation (Slack, Google Drive, Notion) and designed AI-assisted requirement spec generator tools.
- Conducted primary user research and launched product prototypes to scale organic signups to 80+ monthly active users in the initial launch month.

Ulaska

Content & SEO Analyst Internship

July 2020

[Articles](#)

- Authored 200+ articles focused on Web3, emerging tech trends, and SEO keyword targeting strategies.
- Optimized website CTR by 4% and drove 3x organic traffic expansion through data-informed content maps.

TECHNOLOGY & TOOLS

Technology: HTML, CSS, JavaScript, React.js, Node.js, Express.js, SQL, PostgreSQL, TypeScript, Python, pgvector, OpenAI API, REST APIs, OAuth 2.0

Tools & Frameworks: Git, GitHub, Supabase, Cursor, Postman, Figma, Whimsical, Jira, Confluence, Retool, n8n, PostHog, Tableau, Vercel, whatsapp-web.js, NodeMailer, pm2

CERTIFICATIONS

pmcurve - AI Product Manager Fellowship

Oct 2025 - Dec 2025

- Completed a 12-week program focused on AI product architecture, model evaluation/selection trade-offs, LLM integrations, and design patterns for scaling agentic systems.

Nextleap - [Product Management Fellowship](#)

Sep 2024

- Completed a 16-week intensive program focused on product strategy, roadmapping, stakeholder management, and case study execution.

IIT Kanpur - [Full Stack Development Summer Training](#)

July 2020

- Completed a 4-week certified training in Full Stack Development; ranked in the top 10% of the cohort.

POSITION OF RESPONSIBILITY

Zarless - Co-Founder

- Co-founded a drop-servicing startup delivering web development projects for clients in India and the UK. Managed the lifecycle from concept design to final site delivery.

INTERESTS & HOBBIES

Table tennis, Running, Vibe coding, and International Trading.