Sidhant Panda

Senior Product Manager — B2B Platforms, Marketplaces & AI Automation

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PROFILE

Product Manager with an engineering foundation and a strategy lens. I turn messy, ops-heavy workflows into shipped products — rebuilding order, pricing, and payment flows, standing up the analytics that keep them honest, and wrapping deterministic trust layers around AI so its output is safe to book against.

EXPERIENCE

Senior Product Manager · Clearago GmbH, Berlin

09/2025 — present

- Own the AI document platform: 10,000+ documents processed (peak 4,500+/month), 96.8% automated attachment match rate, 3 paying B2B customers.
- Shipped AI-assisted partner-invoice booking in the OMS — parsed PDFs deterministically mapped into the booking form with a three-pane review screen; accounts-payable throughput up 6× (10 → 60 invoices/hour).
- Designed the per-tenant analytics fact table behind 16 self-serve waste/cost/CO_2 reports with cell-level drill-through; pivot queries <10 ms.

Product Manager · Clearago GmbH, Berlin

09/2020 — 09/2025

- Replaced legacy shop modules with a state-machine order-management system — the system of record for all company orders, centralizing partner and stock records.
- Built an Offer Builder from partner-contract pricing: quotes in under a minute, quote prep time −80%, pricing errors −70%; productized partner contracts and switched pricing to rules-based updates.
- Owned paid acquisition end to end: marketing cost ratio reduced from ~12% to ~8% of revenue while the company scaled revenue ~3×; migrated UA → GA4 with full GTM/consent setup.
- Built internal and client-facing analytics (Metabase, Looker Studio): ops KPIs, payment audits, investor reporting, and secure customer dashboards — owned all underlying SQL.

Product Management Intern · Clearago GmbH, Berlin

05/2019 — 09/2020

- Block-based SEO workflow (200+ pages in one month); Lighthouse-led fixes took mobile LCP 3.25 s → 1.77 s (−45.5%), organic sessions +26.7% QoQ.
- Set up a pre-release CI gate (Selenium, Python) covering critical user journeys — fewer regressions, multiple stable releases per sprint.

Associate Consultant · Wipro

09/2017 — 06/2018

- Advised on greenfield mining projects: capex/opex models, sensitivity analyses, break-even/ROI views for go/no-go decisions; partnered on blast-design software UX.

EDUCATION

Master's in Management

European School of Management and Technology, Berlin · 2018 — 2020 · Digital Transformation

Bachelor's in Technology

Indian Institute of Technology (ISM), Dhanbad · 2013 — 2017 · Mining Engineering

SKILLS & TOOLS

Skills: Product Management, QA Automation, SEO/SEM, Data Analysis & Visualisation, LoFi Design, GTM, Structured Thinking · **Tools:** PostgreSQL, Python, JavaScript, Django, Metabase, Looker, GTM, GA4, Balsamiq, Figma, Jira, Google Ads · **Languages:** English, Hindi