

Srinivas Mullapudi

Product Executive • AI-Native Platforms • India Product & Engineering
Org Builder

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Open to Hyderabad / Bangalore leadership roles

SUMMARY

Product leader with 20+ years building enterprise platforms — and the product organizations behind them. Founding leader who **built Highspot's India Product & Engineering hub from zero to 80+** and owned **25% of ARR**; architected RAG-orchestration GTM/Deal agents that drove a **30% ARR uplift**. Former VP Product / BU Head of a 120+ person org — hands-on enough to prototype, senior enough to own the P&L and the market narrative. For the last decade, across e2open, Innovapptive, and Highspot, owned global product charters while building the India teams that deliver them — the same build-from-India-for-US-HQ model GCCs run on. MBA from ISB.

PROFESSIONAL EXPERIENCE

Director, Product Management — Analytics, Data Platform & AI Mar 2024 – Present

Highspot • AI-powered revenue-enablement SaaS • ~\$3.5B valuation • Hyderabad / Seattle 2,000+ customers • 25% of ARR

- **Built and scaled the India Product & Engineering hub from zero to 80+** as founding leader — established the operating model, hiring bar, and cross-site rituals with US HQ, and ran a global product charter worth 25% of company ARR end-to-end from India as a strategic IDC; led a Tier-1 campus internship-to-hire program that cut recruitment effort and cost ~50%.
- Architected the **Nexus™ GTM Agent and Deal Agent platform** on RAG orchestration, vector data pipelines, and real-time content ingestion — **scaled from zero to 500K users** while cutting agent ramp time 25%.
- Delivered a **30% ARR uplift** through CRM-integrated Analytics and agentic AI capabilities; doubled NPS within 12 months via executive-facing value scorecards co-built with GTM and CS leadership.
- Owned the core **Data & Analytics platform** — a centralized foundation letting internal product teams plug in and ship reporting and AI features; optimized multi-model MongoDB-Snowflake pipelines into a secure, enterprise-ready layer.
- Secured Highspot's **"Leader" placement in the 2025 Gartner Magic Quadrant** — led Tier-1 analyst briefings and shaped the generative-AI positioning, owning the market narrative alongside the product.
- Drove platform integrations with Salesforce, MS Teams, and Zoom (millions of events/year), embedding context-aware AI coaching inside the CRM and improving onboarding speed 50%.

Vice President, Product — BU Head Dec 2022 – Feb 2024

Innovapptive • Connected Industrial Worker platform • cloud-native SaaS • Fortune 500 frontline ops Hyderabad / Houston

- Led a **120+ person cross-functional org** (Product, Eng, Design); hired and scaled a 25-member PM/BA/UX team from the ground up, lifting delivery efficiency 30%.
- Built **two zero-to-one, cloud-native SaaS products** — onboarded Fortune 500 customers and doubled cARR within 12 months.
- Designed a **0→1 Computer Vision inference platform** with edge-to-cloud sync — sub-3-second hazard detection for frontline workers; cut implementation timelines 45%. Earned LNS Research recognition and forged a Deloitte co-marketing partnership.

Director, Product Management — Supply Chain Planning Suite Apr 2016 – Nov 2022

e2open • Enterprise SaaS for end-to-end supply-chain analytics & planning Hyderabad / Austin

- Owned the **Planning & Analytics suite (15%+ of subscription ARR)**. Drove e2open to Gartner Magic Quadrant Leader and IDC MarketScape recognition for Supply Chain Planning — translated platform capabilities into positioning that lifted lead generation 20%.
- Integrated Channel Data Management with Planning for a unified operational view — **15% cross-sell growth and 10% better forecast accuracy**.

EARLIER EXPERIENCE

- **Program Manager** — Platinum DB Consulting Inc., USA Apr 2008 – Mar 2015
- **Programmer Analyst** — Global Information Systems, USA May 2007 – Mar 2008
- **Software Engineer** — Tech Mahindra May 2004 – Apr 2007



PORTFOLIO

[srinimullapudi.com](https://www.srinimullapudi.com)

Ground Truth on Substack & Medium — writing on AI product management and agentic systems.

EDUCATION

Indian School of Business (ISB)

MBA — Strategy & Leadership • 2015–2016

JNTU Hyderabad

B.Tech, Computer Science • 2000–2004

SIGNATURE WINS

India hub • 0 → 80+

Built Highspot's India Product & Engineering hub from zero as founding leader.

25% of ARR owned

Ran a global product charter end-to-end from India as a strategic IDC.

30% ARR uplift

From agentic AI + analytics, without dropping the quality bar.

Agents • 0 → 500K users

Nexus™ GTM & Deal agents on RAG orchestration.

Gartner MQ "Leader" 2025

Shaped the generative-AI narrative behind the placement.

LEADERSHIP SCOPE

- Product Org Building (0→N)
- India GCC / Hub Setup from Zero
- AI / RAG / Agentic Platforms
- ARR & P&L Ownership
- Cross-Border (US-India) Leadership
- Analyst Relations & GTM

TOOLS & BUILDS

Lovable • Vercel • GitHub • RAG / vector retrieval • Snowflake • MongoDB • Salesforce • SQL • Amplitude • Tableau / Power BI

GLOBAL EXPOSURE

8 years in the USA in consulting & program management; a decade running build-from-India-for-US-HQ product charters across US-India.

THOUGHT LEADERSHIP

AI PM Gita — a practitioner's guide to product leadership in the age of AI. Active writer on product, GTM, and agentic systems; hands-on builder shipping working AI prototypes.

INTERESTS

Founder, **Apicbook.com** — children's books. Published author, podcaster, and poet.