

# MANVENDRA SINGH TANWAR

Product Manager | Building AI-native visa infrastructure across 65+ countries | Multi-tenant B2B SaaS at Visa2Fly (\$10M ARR)

Gurugram, India | [manvendrasingh1604@gmail.com](mailto:manvendrasingh1604@gmail.com) | +91 9355315577

**LinkedIn:** [linkedin.com/in/manvendrasinghtanwar](https://www.linkedin.com/in/manvendrasinghtanwar) | **Portfolio:** [manvendrasinghtanwar.netlify.app](https://manvendrasinghtanwar.netlify.app)

## PROFESSIONAL SUMMARY

Product Manager at Visa2Fly (\$10M ARR multi-tenant B2B SaaS platform with enterprise-grade architecture). Drove the AI visa product to 4x throughput on the same ops team, 96% cycle-time compression, 68% lower cost-per-visa. Scaled active B2B partners from 16 to 425 agency companies in 6 months (60% of ARR). Engineered the org-wide experimentation system (22% conversion lift, statistical significance). Co-owned the \$2M seed close. Ex-BA, promoted to PM Nov 2025.

## CORE SKILLS

**Product:** Product Management | PRD writing | Roadmapping | A/B testing | Experimentation | User research | Funnel & cohort analysis | Agile | Scrum | OKRs | KPIs | RICE | Stakeholder management | Cross-functional leadership | GTM

**Technical:** SQL (advanced) | Python (pandas, numpy) | Tableau | Power BI | Figma | Jira | OpenAI APIs | OCR & VLM tooling | Mixpanel | Google Analytics

**Domain:** AI products | Fintech-adjacent | Travel-tech | Marketplace | B2B SaaS | Unit economics | 0-to-1 product | Startup operator

## WORK EXPERIENCE

### Product Manager, Founder's Office

Nov 2025 to Present

Visa2Fly

Gurugram

- Drove Visa2Fly's B2B SaaS partner growth: scaled active travel-agency companies from 16 to 425 in 6 months (60% of ARR), partner retention <5% to 50%. Shipped bulk upload (5-500 pax), partner dashboard + API, and the customer success motion.
- Owned the AI visa product end-to-end: 4x throughput on the same ops team, 96% cycle-time compression, 68% lower cost-per-visa. Unit economics now support the full 65+ country roadmap.
- Shipped the Sticker Visa product across 65+ countries. Authored the PRD, coordinated CTO, AI engineer, and design. 95% TAT compression, booking flow 8 steps to 4, headcount-neutral.

### Business Analyst

Nov 2022 to Oct 2025

Visa2Fly

Gurugram

- Engineered Visa2Fly's experimentation system: score-ranked routing vs. round-robin, 2,000 leads per arm. 22% conversion lift, 15% lower CAC, statistical significance. Adopted org-wide as the default for funnel decisions.
- Launched a unified Sales and Ops product for the 50-person team, replacing three disconnected systems. Defined the data model, instrumented 5 SLAs with automated breach alerts. 27% faster customer connect, 7% ops efficiency.
- Instrumented CAC/LTV and funnel analytics in SQL, Python, Tableau. Sunset underperforming channels. 50% marketing burn cut, 18% ROI lift.
- Closed the \$2M seed data room end-to-end: financial model, cap table, ESOP pool, investor reporting packs, Q&A coordination. Round closed with M Venture Partners, Flipkart Ventures, FinSight Ventures.

### Operations Manager

Jun 2022 to Oct 2022

Visa2Fly

Gurugram

- Joined as part of the 11-person founding team. Stood up initial operations infrastructure from scratch: vendor onboarding, SLA design, daily coordination across agents and internal teams. Foundation later scaled to support the AI automation and CRM products.
- Led city expansion into Chennai, Bangalore, Hyderabad, and Mumbai as Entrepreneur-in-Residence. Headed hiring, operations setup, and vendor onboarding. 35% CAGR post-launch.

## EDUCATION

### Bachelor of Business Administration (BBA)

Aug 2019 to Jun 2022

Maharaja Surajmal Institute, GGSIPU

GPA: 8.8 / 10

**Certifications:** MySQL Bootcamp | Advanced Excel | Digital Marketing