

Rupak Mishra

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Profile

Product leader specializing in AI-native B2B SaaS, with 6+ years spanning product strategy, design, and hands-on AI development. Grew Synaptic's core platform from traditional search to an AI-first product, owning strategy, roadmap, and cross-functional execution across a team of 11. Shipped production agentic pipelines and AI search that drove 65%+ product adoption and cut \$400K in operating costs. Identified and launched API + MCP distribution channel that secured \$1M+ ARR in renewals from top-tier VC firms.

Key Skills

Product Leadership: Product Strategy, Roadmapping, Cross-Functional Team Leadership, Stakeholder Alignment, User Research, Systems Thinking

AI Product Development: LLM Workflows, Agentic Pipelines, Model & Agent Evaluation, Human-AI Interface Design, Data Modeling & Curation

Design & Prototyping: UI/UX Design, Information Architecture, Data Visualization, Figma, Prototyping

Technical Fluency: Python, SQL, DSPy, MCP

Work Experience

Synaptic | Sep 2021 – Apr 2026

[Data intelligence and company sourcing platform for VCs and PEs]

Product Owner | Jul 2025 – Apr 2026 (leading product strategy since Oct 2024)

Senior Product Designer | Jul 2024 – Jun 2025

Product Designer | Apr 2023 – Jun 2024

Associate Product Designer | Dec 2021 – Mar 2023

Grew scope from design execution to full product ownership, driving Synaptic's transition from a traditional data platform to an AI-native product.

Strategy & Leadership

- Owned product strategy and quarterly roadmaps (2024–2026), defining priorities across search, screening, onboarding, and API distribution; aligned Engineering, Growth, and Strategy leadership around a unified AI-first product direction
- Led a cross-functional team of 11 (Design, Frontend, Backend, QA) through sprint planning and delivery, balancing parallel workstreams across platform infrastructure and customer-facing features

- Identified API and MCP distribution as a new product channel based on customer workflow patterns at top-tier VC firms, leading the beta launch that secured \$1M+ ARR in renewals

AI Product Execution

- Drove the platform's shift to AI-native search and screening: redesigned the core company screener around natural language chat + advanced filters, achieving 65% of platform usage within 6 months, making it the primary way customers interact with the product
- Conceptualized and shipped AI-powered company search that improved result accuracy from 77% to 98% (Precision@Top 100), redefining the product's core value proposition around retrieval quality
- Led the design and delivery of an agentic pipeline for company onboarding from web sources, increasing processing speed 30x and saving \$400K in annual operating costs (equivalent to eliminating 960 manual hours/week)

VersionAbsolute Design Studio | Nov 2019 – Sep 2021

[Design studio consulting in architecture & sign design]

Project Lead (Wayfinding & Signage Designer)

- Designed and delivered campus-wide multilingual wayfinding systems for large-scale environments including Amrita Hospital (3.6M sq ft, ~15K daily occupants) and DNR Altitude (800K sq ft, ~7K daily visitors)
- Managed end-to-end project delivery across 10+ external stakeholder organizations — architects, developers, consultants, and vendors

Education

School of Planning & Architecture, Delhi

First Class, Bachelor of Architecture (2018)

Honors

All India Rank 7 – GATE Architecture (2018)

All India Rank 68 – JEE Mains Architecture (2013)