Jasdeep Nagra

Principal Product Manager · AI Agents · Agentic Workflows · RAG · MCP · Enterprise B2B SaaS · Data Platform & APIs · 0→1 Builder

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SUMMARY

I build AI agents that ship into production at the world's most regulated enterprises — not demos, not pilots, not slideware. Principal Product Manager with 15+ years in tech and 12+ in B2B SaaS — last 5 at the principal level shipping AI/ML and AI Agent products at Fortune 500 scale. Currently leading product on the Enterprise AI Data Platform at Smarsh, trusted by 18 of the 20 largest global financial institutions and 6,500+ enterprises.

EXPERIENCE

Smarsh — Principal Product Manager — B2B Data Platform & AI Agents

Nov 2025 — Present · Atlanta, GA · Remote

- Authored product strategy, PRDs and GTM for Smarsh's first generation of vertical AI agents.
- Authored the Data Platform API suite vision and revamped Developer Hub — enabling enterprises to leverage their data on demand for audits, investigations, proprietary AI models.
- Leading product across AI Agents, Data Platform & APIs — repositioning the world's largest regulated communications platform as an AI-native data platform.

SecurityScorecard — Principal Product Manager — B2B AI/ML Data Platform

Apr 2021 — Nov 2025 · New York · Remote

- Drove $35M ARR via EASM / CTEM exposure management — detecting shadow IT, enabling instant remediation through a customizable single-pane-of-glass.
- Reduced security-assessment response time 80% using Claude 3.5 Sonnet on AWS Bedrock — supporting $68M ARR.
- Shipped MCP-server-backed AI tooling enabling one-click LLM prompts to deliver complete, accurate, structured responses.
- Automated controls mapping of issues & signals to GDPR / HIPAA / SOC 2 frameworks using RAG embeddings.
- Built best-in-class Breach Prediction score for cyber insurance — 40% better correlation than the closest competitor.
- Reduced false positives 80% via deeper scanning + real-time on-demand detection across CVEs, breaches, malware.
- Lifted platform security/usage 5x by introducing Zero Trust / IAM (SSO, SCIM, FIDO2, RBAC).

Stradigi AI — Senior Product Manager / Product Owner — B2B No-Code AI/ML Platform

Sep 2020 — Apr 2021 · Canada

- 4x revenue increase by continuously improving model speed + accuracy — shipped drift detection, one-click deployment, AI scoring, batch predictions, model export.
- Saved $5M for a Fortune 500 insurer by improving fraud-claim detection 40% via an Anomaly Detection ML model in 4 months.
- Scaled AutoML pipelines on Spark, Kafka, DASK and NoSQL DB for 10GB+ datasets.

Home Credit International — Product Manager (AVP) — B2B2C Global Fintech

Dec 2013 — Jul 2020 · Czech Republic · Indonesia · India

- Cut loan approval from 3 days to 10 minutes via ML-based real-time risk scoring + fraud detection in mobile origination.

- Onboarded 60%+ first-time-credit users (unbanked / thin-file) using alternative-data scoring — telco, device, transaction signals — over Kafka streams.
- Defined product vision, roadmap and MVPs across UX, engineering, marketing, sales, legal and risk.

Bennett Coleman & Co. (Times Group) — IT Project Manager — B2B Subscription Platform
Sep 2011 — Dec 2013 · Noida, India

- End-to-end delivery for a 0→1 subscription-based SaaS product across web and mobile (Magicbricks.com).
- Coordinated cross-functional execution across engineering, design, sales and marketing.

SKILLS

AI / Agents: AI Agents, Agentic Workflows, RAG, MCP, LLM Evaluation, Vector Search, Prompt Engineering, AWS Bedrock, Claude, Generative AI, LLMs.

Data Platform & APIs: Python, SQL, AWS (Glacier, S3, Bedrock), Databricks, Kafka, Spark, ScyllaDB, ClickHouse, ETL/ELT, Anomaly Detection.

Enterprise B2B SaaS: 0→1 Strategy, GTM, Pricing & Packaging, ROI Modeling, Customer Discovery, Agile/Scrum, SAFe.

Compliance & Regulatory: SOC 2, ISO 27001, ISO 42001, NIST AI RMF, FINRA, SEC, FDIC, GDPR, CCPA, HIPAA, PCI-DSS, Zero Trust (SSO, SCIM, FIDO2, RBAC).

CERTIFICATIONS

CSPO® · PSM™ · SAFe® 5 Agilist · ICP-ACC · PMP® · AWS Cloud Practitioner

EDUCATION

Indian Institute of Management Ahmedabad — Executive Management Programme, Transformational Leadership (2018)

Guru Gobind Singh Indraprastha University — Bachelor's Degree, Computer Science