

SAAKETH BALACHENDIL

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SUMMARY

Software engineer moving into product management. Shipped production backend, payments and mobile at an early stage startup, then owned **discovery, requirements and go-to-market** for two modules as a product management intern on a secure enterprise collaboration platform. Now founding a venture in the skilled trades, where fifteen practitioner interviews have twice overturned my own thesis. MS Computer Science candidate who writes the requirements document and reads the pull request.

PROFESSIONAL EXPERIENCE

NexSetu

Founder

Gainesville, FL

May 2026 - Present

- Established through **15+ discovery interviews** with contractor principals, association executives, recruiters and journeymen, including a **49-minute recorded session** with an IBEW business manager, that the binding constraint was **employer trust rather than candidate supply**.
- Reversed the core product thesis three times on that evidence**, retiring an AI matching concept that would have optimised the wrong side of the market.
- Mapped the credentialing landscape across **NCCER, DOL registered apprenticeship, RAPIDS and state licensure**, then **eliminated four candidate product directions** against consumer reporting law, labour law and fair-chance hiring norms before any engineering commitment.
- Designed and shipped the product **end to end as sole engineer**: FastAPI and async SQLAlchemy backend with a React 19 and TypeScript frontend, spanning job posting, candidate matching, interview scheduling and post-hire outcome tracking, verified by **63 passing backend tests** and licence checks against **Texas TDLR and Florida DBPR**.
- Published research to an industry audience, **drawing direct responses from association leadership and contractor principals** across union and merit shop bodies.

Tvisha Technologies

Product Management Intern

New Jersey, USA

June 2026 - August 2026

- Owned end to end **product discovery** for Jointly Code inside Troop Messenger, an air-gapped collaboration platform used by defence and government customers, converting an existing in-call code editor into a scoped product; authored the **functional requirements document, user stories and acceptance criteria** adopted by engineering.
- Led **build versus buy analysis** across 8 open-source components (Monaco, Yjs CRDT, Forgejo, Woodpecker CI), rejecting open-core options that failed air-gapped **licence compliance**, de-risking the on-premise roadmap before any engineering spend was committed.
- Benchmarked **12 commercial and open-source products** on feature coverage, licensing and deployment model for a new Knowledge Management module, surfacing Confluence Data Center end of life as a dated migration window worth an estimated **\$28K per year per 500 seats**.
- Translated a 40+ requirement specification into 26 annotated **wireframes** across **6 user personas**; used **journey mapping** to move the primary entry point from a landing page to in-context search, cutting the core task from 6 steps to 4.
- Built a **three-question qualification framework** for channel **go-to-market** and applied it to **180+ reseller and distributor targets** across North America, EMEA and APAC, correcting a targeting error that had been sending outreach to the wrong partner tier.

Bunderbrains

Software Developer

Mumbai, India

September 2023 - June 2025

- Led **cross-functional** merchant growth strategy at misrut, a chat-based commerce platform for local MSMEs, scaling active merchants by **30%**.
- Designed **data-driven experiments** and **A/B tests** using Redash analytics, improving 30-day **retention by 15%** across 5K+ customers.
- Optimised microservices architecture in Python, FastAPI and MySQL, reducing **P95 API latency by 40%**; integrated the PhonePe gateway via REST APIs, scaling transactions **40%** at a **99.8% success rate**.

Developer Intern

June 2023 - September 2023

- Shipped Flutter features across two production apps and automated Docker **CI/CD** pipelines, cutting release cycle time by 4 hours.

PROJECTS

- Reddit Clone, Distributed Systems.** Gleam OTP platform with REST APIs and actor-based concurrency, handling 100K+ simulated users at 5K requests per second under 200ms response time.
- Parallelised Breadth First Search.** 4.2x speedup on 100K+ node graphs using OpenMP and multithreading.
- Air Traffic Slot Scheduler.** Non-preemptive priority scheduler on heap structures managing 500+ flight operations at $O(\log n)$.

SKILLS

- Product:** Product Discovery, Requirements (PRD, FRD), User Stories, Acceptance Criteria, Roadmapping, Prioritisation (MoSCoW), Competitive Analysis, User Research, Journey Mapping, Prototyping, A/B Testing, Go-to-Market, Stakeholder Management, Agile, Scrum.
- Engineering:** Python, Java, C, SQL, JavaScript, Dart, FastAPI, Node.js, React, Flutter, REST API Design, Microservices, Distributed Systems, Docker, AWS, Firebase, Git, CI/CD.
- Analytics and Tools:** Redash, Tableau, Figma, Postman, MySQL, Excel modelling.

EDUCATION

University of Florida

Master of Science, Computer and Information Sciences

Gainesville, FL

Expected August 2027

Shiv Nadar University

Bachelor of Technology, Artificial Intelligence and Data Science

Chennai, India

July 2025

LEADERSHIP

- Sponsorship Lead**, Shiv Nadar University cultural festival, raising INR 0.5 million. Participant, SwampHacks (Major League Hacking).