

NIKHIL MESHAM

AI WORKFLOW BUILDER | PRODUCT OPERATIONS | DIGITAL TRANSFORMATION

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Portfolio: nikhilmeshram.com | GitHub: github.com/nikhilmeshramwork-bot

PROFESSIONAL SUMMARY

AI workflow and product operations builder with 10+ years of operating experience across logistics, entrepreneurship, manufacturing and mining. Combines product discovery, workflow design and execution leadership with AI-assisted prototyping to create practical, human-in-the-loop systems. IIM Lucknow MBA and NITK engineer with quantified outcomes including 20x revenue growth, ~40% conversion improvement and leadership of 80+ people.

CORE SKILLS

Product: Product discovery, customer pain points, user journeys, requirements, user stories, acceptance criteria, prioritization, product documentation

AI & Automation: AI-assisted prototyping, prompt workflows, human-in-the-loop controls, workflow automation, evaluation design, local-first systems

Operations: Process mapping, KPI tracking, cross-border logistics, manufacturing workflows, stakeholder alignment, program execution

Tools: ChatGPT, Next.js, React, TypeScript, Streamlit, basic Python and Firebase, Excel, Notion, Jira, Trello

SELECTED PRODUCT WORK

SearchOS - Job Search Control Plane | [GitHub](#)

- Built a runnable Next.js and TypeScript prototype for job intake, deterministic fit scoring, evidence selection, approval queues and pipeline tracking.
- Created a verified evidence library and public/draft controls so automated preparation cannot invent metrics or publish unverified products.
- Designed the system for future AI-assisted tailoring and connectors while keeping application submission behind explicit human approval.

PowerCost Lab - Evidence-led Energy Product | [GitHub](#) | [Live product](#)

- Built a live React and TypeScript product with 12 focused electricity-cost models and 30 localized calculator pages generated from shared contracts.
- Separated immediate browser calculations from opt-in measurement workflows with consent provenance, quality gates and privacy-preserving deletion controls.
- Designed the system around transparent formulas and human-verifiable assumptions so estimates cannot be mistaken for measured evidence.

Inkwell - Writer-Controlled AI Book Workspace | [GitHub](#)

- Designed an end-to-end workspace that connects source material, AI-supported understanding, book structure, manuscript drafting and whole-book review.
- Defined a canonical Book Graph and proposal lifecycle so AI recommendations remain distinct from writer-approved book state.
- Built around voice preservation, traceability, export and recovery; published a sanitized architecture and product case study while keeping active source private.

PROFESSIONAL EXPERIENCE

General Manager - Transport & Growth Operations | [Karan Investments](#)

Beira, Mozambique | Dec 2024 - Aug 2025

- Managed transport operations across four African markets and converted customer, route and coordination problems into clearer workflows and reporting.
- Acted as the bridge between business, finance, vendors, customers and on-ground teams to resolve exceptions and improve service reliability.
- Tracked fleet movement, cargo progress and customer escalations to identify process gaps and recommend service-level improvements.

PROFESSIONAL EXPERIENCE - CONTINUED

Project Management Trainee - Operations Improvement | Suprabha Protective Products Pvt. Ltd.

Pune, India | Apr 2024 - Oct 2024

- Mapped production and packaging workflows through time-motion analysis, reducing cycle time by 3-5 minutes per unit.
- Translated sales and customer requirements into operationally feasible customized solutions with design and production teams.
- Supported continuous improvement through bottleneck analysis, KPI tracking and cross-functional coordination.

Entrepreneur / Business Partner - Operations & Strategy | Furnicom Interio

Sakoli, India | Jan 2017 - May 2022

- Built customer acquisition, pricing, delivery and post-sales workflows while scaling from one to three districts and achieving 20x revenue growth.
- Used segmentation, campaign outcomes and customer feedback to improve sales conversion by approximately 40%.
- Owned product-market decisions and end-to-end execution across customers, vendors, operations and 60+ growth campaigns.

Assistant Manager | Coal India Ltd.

Chandrapur, India | Feb 2013 - Dec 2016

- Led 80+ people and converted production, safety and compliance constraints into structured operating plans.
- Used monitoring and corrective action to reduce fire-related emissions by approximately 90% in high-risk sections.

EDUCATION

MBA | Indian Institute of Management Lucknow (IIM Lucknow) | 2022 - 2024

B.Tech, Mining Engineering | National Institute of Technology Karnataka, Surathkal (NITK) | 2008 - 2012

ADDITIONAL EVIDENCE

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