

KARNA ALAGARSAMY

karnapalagarsamy@gmail.com • 7373412191 • <https://www.linkedin.com/in/karnaa> • <https://thisiskarna.com/>

PROFESSIONAL SUMMARY

AI product manager with the technical depth to own AI systems end to end: the schema, the agents, and the metrics that prove they work. At Newmark, I carry an AI-native rebuild from business case to a live production agent, owning the data model and a build that most teams split across several people. I turn ambiguous, data-heavy problems into shipped direction while staying close to users and stakeholders; software-engineering background and a STEM MBA; targeting an AI PM role on a top product team.

PROFESSIONAL EXPERIENCE

NEWMARK

New York, NY

Product Manager

August 2025 - Present

- Authored and presented to the CIO the business case that secured executive approval and a \$650K, 4-month phase-1 budget to rebuild a 20-year-old core research application, a rigid pseudo-MDM, siloed from the firm's newer data products, used by 80+ analysts and 8 managers across 7 US/Canada markets.
- Built and deployed a production AI Skill (Perplexity, LLM-based) that runs pre-import quality checks on ~250K records, triaging ~100K flags by severity (red/yellow/green) with fix direction, collapsing ~2 weeks of engineering triage and 3+ weeks of manual post-import checking into validation handled before data lands.
- Rebuilding the firm's entire CRE research application (CRUD core with native AI workflows) with a 3-person team: owning the roadmap, ERD / database design, QA, and Scrum hands-on, and using Cursor and AI design tools to ship the features, data remodel, and migration tests.
- Designing the rebuild to break data silos across lines of business, one clean 360-degree view from space, and building up to submarket and market, auto-categorizing leases and comps, and serving clean data to AI agents via MCP

REVBVY LLC

Boston, MA

Business Strategy Consultant

January 2025 - May 2025

- Consulted 15+ small business clients referred through municipal/economic development programs (RFP) on market research, customer segmentation, and pricing; delivered competitive analyses and customer insight synthesis to support go-to-market decisions.
- Presented data-backed recommendations using SEO intelligence and lightweight data collection (targeted scraping) to inform positioning, prioritization, and resource allocation.

STELLANTIS - Product Development

Chennai, India

Technical Product Manager/Scrum Master

July 2019 - July 2023

- Led cross-functional delivery governance across planning, engineering, and QA (release coordination, risk management), reducing application downtimes by 87.5% and improving platform reliability for global users.
- Modernized purchasing workflows for approvals, audit trail, turnaround time, and compliance in partnership with Finance/Procurement by automating process steps and approvals, improving turnaround time by 30%, and reducing manual dependency risk.
- Transformation lead on the redevelopment of a critical supplier reporting capability used by global suppliers/partners, improving report accuracy and usability across multiple formats and operational contexts.
- Conducted root-cause analysis on fragmented supplier workflows and standardized requirements with international stakeholders to reduce churn and improve execution consistency, which increased application availability by 5%.

PROJECTS

RENTTER - (PropTech / Rental Operations SaaS)

December 2025

- Led hypothesis-driven discovery with primary personas (landlords/tenants), identified trust gaps and fragmented workflows, and converted findings into PRD, user stories, and acceptance criteria, converting strategy into execution with n8n and MCP automations for operational workflows.

EDUCATION

BOSTON COLLEGE

Boston, MA

Full-time MBA | STEM MBA. *Authorized to work in the U.S. (STEM OPT through 2028)*

2023-2025

VELLORE INSTITUTE OF TECHNOLOGY

Vellore, India

Master of Technology in Software Engineering (Integrated)

2015-2020

SKILLS

BUSINESS & MANAGEMENT: Vendor evaluation, ROI estimates, stakeholder management, roadmap prioritization, process improvement, risk/dependency management, governance cadence, KPI definition.

PRODUCT EXECUTION: Discovery, PRDs, process mapping, acceptance criteria, UAT, backlog management, Agile/Scrum.

DATA & TECHNICAL: AI agents, agentic systems (MCP), LLM workflows, AI evaluation, system & schema design (ERD), SQL (PostgreSQL), Databricks, Python.

TOOLS: Azure DevOps, Visio, SEMrush, Ubersuggest, Cursor, Antigravity.