

Sujit Chankhore

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PROFESSIONAL SUMMARY

Built an EdTech ERP platform to **42K+ users across 26+ institutions** over 8 years, then pivoted it into an AI-augmented learning product — shipping LLM content pipelines, RAG systems, and agent workflows into production serving **35K+ learners**. Now looking to own AI product strategy end-to-end at a high-growth company building LLM-powered products, from discovery through scale.

EXPERIENCE

Zerton Education Technologies Pvt Ltd

Chief Executive Officer & AI Product Lead

Pune, India

Mar 2023 – Present

- Conceived and launched **Listen2RE**, an AI-augmented audio learning platform for UPSC/MPSC aspirants — grew to **35K+ learners** within 12 months of launch.
- Owned end-to-end product lifecycle (50+ user interviews, PRDs, MVP, iteration) — lifted **Day-7 retention from 18% to 34%** and **DAU/MAU from 12% to 28%**.
- Architected **LLM-powered content generation and summarization** workflows, cutting manual effort by **60%** and saving **~120 hrs/month** in editorial overhead.
- Built n8n automation pipelines for publishing, ops, and personalized delivery — reduced ops workload by **40%**. Led a team of 11 shipping bi-weekly releases.

Zerton Engineering Services

Founder & Product Manager

Pune, India

Jul 2015 – Feb 2023

- Built a **B2B2C ERP + Learning Platform** from 0→1 for engineering institutions — scaled to **26+ institutions and 42K+ users** with **92% renewal rate**.
 - Led product lifecycle across 8 years: user research, PRDs, roadmap, MVP, and multi-campus rollout. Maintained **<5% monthly churn**.
 - Cut institutional deployment time from **6 weeks to 10 days**; improved feature adoption by **35% QoQ** using Mixpanel-driven iteration.
 - Grew customer base from 3 to 26+ institutions via GTM strategy and sales enablement, achieving **8x revenue growth** over 4 years.
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KEY AI PROJECTS

AI Agent Workflow Automation | n8n, LLMs — Multi-agent orchestration for editorial team; automated **200+ daily documents**, cut turnaround from 4 hrs to **45 min**.

Enterprise Knowledge Assistant | RAG, Vector Search — RAG system over **10K+ docs**; achieved **94% accuracy**, cut support resolution time by **50%**.

AI-Assisted PRD Generator | Prompt Engineering — Converts transcripts to structured PRDs with user stories and risks; reduced drafting from **2 days to 30 min**.

LLM Eval Framework | LLM-as-a-Judge — Automated quality tracking across **12 metrics**; caught **3 critical regressions** before reaching users.

Voice AI for Customer Support | STT, Voice Synthesis — Designed architecture showing **65% cost reduction** vs. human agents; piloting with 2 enterprise prospects.

SKILLS

AI & ML: LLM Integration, RAG Architecture, Prompt Engineering, AI Agents, Multi-Agent Orchestration, LLM Evaluation, Vector Embeddings, Semantic Search **Product:** 0→1 Development, PRDs, Roadmapping, Agile/Scrum, A/B Testing, User Research, GTM Strategy **Technical:** API Integration, Workflow Automation, Data Pipelines, SQL, Python, SaaS, B2B2C **Tools:** Jira, Figma, Notion, Mixpanel, n8n, OpenAI/Anthropic APIs, Vercel, Supabase

EDUCATION

Sardar Patel College of Engineering — *M.Tech, Machine Design*

Pune, India

MITAOE Alandi — *B.E., Mechanical Engineering*

Pune, India

CERTIFICATIONS

Building AI Agents & Agentic Workflows | Generative AI for Executives and Business Leaders (Specialization) | AI for Product Management

NOTABLE

Chess.com Puzzle Rating: 3000 Elo (Top 0.15% globally) — Pattern recognition, strategic calculation, and decision-making under constraints. **Published Researcher** — Peer-reviewed publication on composite material failure analysis (L&T HED, 2015).