

# Debashis Mitra

## Specialist Product & Technical Product Manager

Architecting high-stakes SaaS solutions for complex, data-intensive environments. 18+ years decomposing messy systems in aviation, scientific research, govtech, and finance into scalable product and platform strategy.

Bengaluru, India

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### EXECUTIVE SUMMARY

18+ years leading high-value SaaS in mission-critical, data-intensive B2B/B2B2C environments (aviation, scientific research, govtech, finance, telecom).

Core strength: deconstructing complex operational and technical systems and turning that analysis into profitable, scalable product and platform strategy.

Trusted to lead when the stakes are highest: \$20M+ P&L, multi-country federated data programs, and modernization of legacy platforms.

### BY THE NUMBERS

18+ years · 5+ industries

\$20M+ SaaS P&L · 50+ FTE teams

20+ major releases · 7+ country federated programs

### SELECTED IMPACT

#### FEDERATED SCIENCE DATA · UWA

Product lead for multi-national archival & discovery platform for radio astronomy.

Architected federated data discovery across 7+ countries; delivered v0.1 baseline and aligned supercomputing and research institutions under a single roadmap.

#### AIRPORT APOC · WAISL

Head of Transformation for KPI-driven Airport Operations Centre.

Owned \$1.5M P&L; led 25-KPI phase of a first-of-its-kind APOC platform, decomposing airport operations into an integrated, data-driven system ready for replication.

#### AI/ML RETAIL INTELLIGENCE · SABRE

Principal PM for airline retail and revenue optimization products.

Owned \$20M+ P&L; launched AI/ML products that delivered \$2M+ incremental revenue and a 10% customer satisfaction uplift for global airline clients.

## CORE CAPABILITIES

**Complex problem deconstruction** — modelling intricate operational, technical, and business systems to find foundational gaps and leverage points.

**Strategic product architecture** — defining vision and roadmaps for complex SaaS platforms, balancing market needs, feasibility, and long-term economics.

**High-stakes financial & delivery management** — leading multi-million-dollar programs and global teams with clear ownership of P&L and outcomes.

**Deep technical & data acumen** — secure APIs, data flows, AI/ML pipelines, and process modelling (BPMN/UML) to re-engineer core systems.

**Cross-functional leadership** — uniting C-suite, product, engineering, and operations around a single narrative in ambiguous environments.

## DOMAINS & FOCUS

Global aviation and travel tech · Scientific research & supercomputing · Govtech (public meetings & civic engagement) · Banking and lending · Telecom.

## WHAT I'M LOOKING FOR

Senior product leadership roles in complex, data-intensive SaaS where system decomposition and architecture are central.

Mandates that combine portfolio P&L, platform strategy, and hands-on partnership with engineering and data teams.

## RECENT ROLES

**Technical Product Manager** — Granicus (govMeetings Agenda Suite, US/EU).

**Product Manager** — University of Western Australia (federated research data infrastructure).

**Head of Transformation, APOC** — WAISL (airport operations centre).

**Principal Product Manager** — Sabre (retail intelligence, revenue optimization, crew management).

## EDUCATION & CERTIFICATIONS

**B.Tech, Computer Science & Engineering** — WBUT (Techno India).

**EPYP, Marketing (online)** — IIM Calcutta.

Selected certifications:

PMI-ACP · Google Project Management · SAFe Product Owner/PM · PMI-PBA.

Google UX Design · API Product Manager · Certified Scrum Product Owner (CSPO).

For full role history and detailed accomplishments, see the [complete CV](#).

You can also [download this 1-page profile as PDF](#).