

NAVEEN KUMAR GALITHOTI

AI Product Leader · Head of AI Labs

Bengaluru, India · naveengalithoti@gmail.com · +91 90081 99663 · [linkedin.com/in/galithotink](https://www.linkedin.com/in/galithotink) · navaigator.me



SUMMARY

AI product leader with 17 years in enterprise SaaS, two startups founded and acquired, and a learning platform scaled past a million users. As Head of AI Labs at KNOLSKAPE I lead the AI product portfolio and applied-AI function: an AI-powered no-code platform for creating experiential learning products, an automated learning solution design engine, and an AI Sandbox where enterprise employees practise AI on real work, now in client pilots. Four years owning go-to-market before heading AI.

SELECTED IMPACT

- **Internal tool to flagship product.** GenieKreator: Built an AI-powered no-code creation platform that transforms learning briefs into deployable simulations, assessments and roleplays using LLM-generated scenarios, personas, scoring rubrics and feedback.
- **0-to-1 AI platform.** Built and shipped the AI Sandbox, a multi-client AI-fluency practice platform: 800+ tests, 137 recorded architecture decisions, 48 missions across 8 seasons; deployed and in pilot with global IT firms.
- **AI Copilot Transformation.** Took a consultant automation to the company's flagship AI copilot: a day-plus proposal cycle compressed to minutes, in production on live enterprise proposals, ~230 automated tests including adversarial suites.
- **Platform scale.** Grew a gamified learning platform to 1M+ learners across 75+ countries at ~60% completion (~8x industry benchmark); led the subscription pivot: 70+ new clients in year one, 80% of existing clients migrated, 30x growth in unique users.
- **Go-to-market.** Rebuilt marketing from 4 to 20 people through the pandemic: SQLs +65% YoY, 3x inbound, US/UK market entry.
- **Founder.** Two startups founded and acquired: ₹30Cr of property sales in six months at one through platform-based intelligence; Built the sales engine from zero by acquiring 30+ K-12 schools in under a year at the other.

EXPERIENCE

Head of AI Labs · KNOLSKAPE, Bengaluru

2024 – present

Enterprise learning-tech: experiential and simulation-based capability programmes for 375+ clients in 75+ countries.

- Lead the AI product portfolio and applied-AI function; authored the agentic platform strategy; shipped the flagship copilot and 10+ production AI systems with real internal and client users.
- **AI solutioning copilot:** converts a consultant conversation or client RFP into a costed, branded proposal plus a machine-readable build spec in minutes, which is then handed off to Genie Kreator platform to build it autonomously. Retrieval grounded in a proprietary ontology (224 skills, 658 behavioural indicators, 19 journey templates), structured output, an “open questions” confirmation gate, ~230 automated tests.
- **GenieKreator:** Built and productized an AI-powered no-code platform for creating simulations, assessments and experiential learning experiences. Designed the workflow from learning brief to AI-generated scenarios, personas, scoring rubrics and feedback, bringing LLMs, experiential learning and assessment into a single authoring platform.
- **AI Sandbox:** employees practise real work with their own AI tools; an impartial AI Judge scores six craft dimensions with quoted evidence and a coach debriefs each attempt. Client-free core with versioned configuration packs, row-level tenancy, k≥5 anonymity floor, and a metered envelope of ≤15 model calls per learner-week as the pricing input.
- **Internal AI Transformation:** Led the application of AI across business functions to improve effectiveness and automate high-friction workflows, including internal knowledge bots for HR, product and CRM/deal queries; an automated ABM tool for client outreach; and impact-report and QBR automation for operations teams.

Head of Product Marketing · KNOLSKAPE

2020 – 2024

- Rebuilt the marketing function from 4 to 20 people and connected product positioning, market insights, and sales enablement into unified GTM motion; SQLs +65% YoY; 3x inbound pipeline; ran US and UK market entry.
- When the pandemic closed the events-led pipeline, introduced account-based marketing: named-account lists, personalised multi-channel plays and joint sales–marketing targeting, which underpinned the SQL and inbound growth above.

- Built the inbound engine: geo-specific SEO, gated research content, thought-leader webinars and L&D-publisher collaborations; owned positioning and launches across the suite.
- Set up partner co-marketing: dedicated partner outreach, co-sponsored industry events, partner case studies.

Senior → Principal Product Manager · KNOLSKAPE

2016 – 2021

- Owned Aktivlearn, the gamified experiential learning platform (web, iOS, Android, authoring, analytics): 1M+ learners across 75+ countries with ~60% average completion, ~8x the industry benchmark.
- Led the pivot to a subscription, omni-channel platform model as part of the core executive team: 70+ new clients in the first year, 80% of existing clients migrated, 30x growth in unique users, 1500% increase in engagement; owned pricing and GTM for the suite.
- Launched AktivQuest, a quizzing app for employee engagement, from scratch including GTM: users in 60+ countries and \$600k revenue within the first half-year.
- Delivered an adaptive sales-capability platform for a leading global consulting firm, integrating LMS, CRM and HRMS to generate individual learning journeys from on-job performance.

Product Manager / Entrepreneur in Residence · CommonFloor (acquired by Quikr)

2015 – 2016

- Conceived and launched DealSmart, a broker–buyer collaboration platform, from prototype through a broker pilot to release; broker conversion +20%. Led sales enablement after the Quikr merger.

Co-founder, Product & Business Development · Properji (acquired by MagicBricks)

2013 – 2015

- Research-driven residential property advisory: ₹30Cr of property sales in the first six months; pivoted the company to a research-service model and owned redesign, pricing, positioning and launch.
- Headed sales and marketing; built the researcher dashboard that scaled data collection, analysis and presentation.

Senior General Manager · edvantEdge Learning

2011 – 2013

- Territory P&L across all business lines: annual strategic business plan, quarterly cash-flow projections, targets for centre heads and channel partners.

Co-founder · eDreams Edusoft (acquired by Embibe)

2010 – 2011

- Built K-12 school sales from zero to 30+ schools in under a year; translated market requirements and feedback into PRDs.

Corporate Strategy · Ispat Industries

2009 – 2010

Software Engineer · Canopy International

2006 – 2007

A FEW OTHER PROJECTS BUILT AND SHIPPED

- **Autonomous AI SDR** — discovery, enrichment, parallel AI research and personalised outreach on live lead batches.
- **Enterprise knowledge assistant** — RAG over 500+ documents in Slack; 70% fewer HR queries, 80% faster proposals.
- **Conversational CRM** — natural-language CRM operations via an MCP tool layer; 50% faster deal creation.
- **Impact Report Generator** — cohort data and a solution brief to a branded client deck, with confirmation gates.
- **Research consensus engine** — one query to four LLMs; claims clustered, consensus scored, conflicts flagged.
- **AI-native PM operating system** — open-licensed toolkit: 8 sub-agents, 17 commands, uncited-figure validators.

SKILLS

- **AI product & architecture:** agentic systems, RAG over owned ontologies, evaluation and adversarial testing, human-in-the-loop gates, model-agnostic design, inference cost envelopes, privacy and tenancy.
- **Product leadership:** platform strategy, roadmaps with don't-build lists, PRDs and architecture decision records, pricing, sequencing internal → partners → self-serve, cross-functional teams from 4 to 20.
- **Go-to-market:** positioning, account-based marketing, inbound engines, launch planning, product-led growth, market entry, partner marketing, sales enablement, competitive analysis.
- **AI tooling & delivery:** n8n automation, AI agents and agentic workflows, RAG pipelines, MCP integrations, Claude Code and Lovable for AI-assisted builds, Perplexity/Apollo/Apify research stacks. I specify and drive builds through AI and engineering teams rather than hand-coding.

EDUCATION

PGDM (MBA, Marketing & Strategy) · IIM Lucknow · 2007 – 2009

B.Tech, Electrical & Electronics Engineering · JNTU Hyderabad