

Ram Katarmal

AI Product Manager | AI Solutions & Implementation | B2B SaaS

Jamnagar, India (open to remote) | hello@ramkatarmal.com | linkedin.com/in/ramkatarmal | ramkatarmal.com

PROFESSIONAL SUMMARY

MBA (Marketing) product builder with 3+ years founding FerraLabs and shipping AI products for B2B and manufacturing users. I build by orchestrating multi-agent AI workflows, with prompt and context engineering as core strengths. Built and run ORENX (multi-tenant manufacturing ERP), AtmaLoka (agentic RAG, 100+ daily users), a Leads Discovery Engine (30K+ companies, 14K+ leads), and an offline ERP used by 15+ manufacturers; published CodeMoot (78 GitHub stars, 2,000+ downloads). Delivered 50+ client projects, including an AI fabric visualizer a retailer credits with about 15% higher revenue. Targeting AI Product Manager, AI solutions, and implementation roles.

KEY PROJECTS

ORENX | Founder & Product Builder

Jul 2025 - Present

- Built orenx.in, a multi-tenant manufacturing ERP with per-company data isolation: 22 document types and 85+ tables across sales, purchase, job work, BOMs, inventory, and GST, in 4 languages; 10 businesses use it daily, with early subscription revenue.
- Designed an account-linked WhatsApp assistant (typed or Gemini-transcribed voice entries, yes/no confirmation, invoice photos to line items) and rebuilt the AI assistant on Gemini function calling with 18 tools, cutting latency ~60% and tokens ~65%; backed by \$17.4K in AWS (Kiro) and Google Cloud startup credits.

AtmaLoka | Product Owner & Builder

2026

- Launched atmaloka.com, a scripture-research assistant used daily by 100+ users, answering from 250,000+ passages across 700+ texts with verse-level citations.
- Designed the full agent harness: a 15-tool research loop with working memory and cost-aware model escalation, over hybrid BM25 and multilingual vector search with LLM reranking.

Leads Discovery Engine | Product Owner & Builder (Shree Export)

2026

- Built an OSINT buyer-discovery engine: mapped products to 17 buyer profiles and mined trade data (UN Comtrade, UK HMRC, US customs bills of lading) for importers and their current suppliers, plus industry-association directories, exhibition exhibitor lists, government approved-vendor lists, and advanced search queries.
- Ran 4 regional workers and an autonomous agent that tunes queries from results; an AI gate validates each discovery, and Claude extracts page data and researches fit, buying roles, and sales angle, scoring every lead on fit and readiness.
- Reached decision-makers through name-validated LinkedIn matching, email-pattern inference, and provider-aware verification (MX detection, Microsoft 365 checks, multi-server SMTP); built 30K+ companies, 90K+ contacts, 50K+ emails, and 14K+ scored leads, with a 7-stage CRM and human-reviewed AI outreach.

Retrofit Smart Access System | Product Owner & Builder (Shree Export)

2026

- Led ~250 pages of market research (size, duties, channels, security gaps) and sourced chips, motors, and PCBs directly from overseas manufacturers.
- Built the prototype (KiCad PCBs, BLE HMAC firmware, mortise refined with local metal craftsmen, 3D-printed enclosures); cut controller cost 3-4x; 13 penetration-test scripts surfaced 8 issues, each with a fix.

Offline Inventory & Job-Work ERP | Product Owner & Builder

2025 - Present

- Built an offline inventory and job-work ERP for Jamnagar's brass cluster, used by 15+ manufacturers, in the trade's own terms (Jawak and Avak for outward and inward job work).
- Built on Tauri 2 with a Rust backend and React UI, light enough for low-end shop PCs; SQLCipher-encrypted database, Ed25519-signed machine-locked licensing, 150+ backend commands, and 260+ Rust tests.

CodeMoot | Product Owner & Core Developer

2026

- Published an open-source CLI pairing Claude Code with OpenAI's Codex CLI: one model plans or writes code, the other independently reviews, debates, and fixes it, reducing single-model bias.
- Reached 78 GitHub stars, 5 forks, and 2,000+ npm downloads across 13 releases through Reddit and Google search, with no paid promotion; 624 automated tests.

PROFESSIONAL EXPERIENCE

Marketing Executive | Shree Export

Feb 2026 - Present | Jamnagar, India

- Research and qualify international B2B prospects and manage the pipeline for an exporter serving 40+ countries.
- Produce competitor intelligence and export-market studies for 5 countries, and led an investment study on a lithium-ion battery recycling plant (market, players, machinery, financial model, black-mass pivot plan) for an INR 150-300 crore decision.
- Built and run two internal products for the company: the Leads Discovery Engine and the Retrofit Smart Access System.

Founder | FerraLabs

Jun 2023 - Present | Remote

- Delivered 50+ client projects for manufacturers and local businesses, owning discovery, requirements, proposals, brand-aligned design (palette, positioning, tone of voice), launch, and support.
- Built an AI website generator that delivers professional websites to small local industries for INR 4,500 per year.
- Shipped B2B portals, ERP and inventory systems, and applied-AI tools for manufacturers.

Operations Manager | Asha's Grace

May 2024 - Feb 2026 | Jamnagar, India

- Ran daily retail operations: sales, inventory, POS billing, promotions, and sales analysis.

Business Operations Intern | Shiv Om Brass Industries

Jun 2025 - Aug 2025 | Jamnagar, India

- Analyzed manufacturing workflows and documented HR and marketing practices at an export manufacturer.

ADDITIONAL PROJECTS

- **AI fabric visualizer:** a menswear fabric retailer's customers see fabric as a finished shirt, trouser, or blazer before stitching (Gemini image generation); the retailer reports about 15% higher revenue.
- **AI website generator:** chained AI generators turn a short brief into a full company website, deployed via GitHub to Vercel; powers FerraLabs client sites at INR 4,500 per year.
- **Autonomous AI agent orchestrator:** takes tasks over Telegram and WhatsApp and runs AI coding agents in a managed pool with a permission engine and persistent memory; in periodic use.
- **WhatsApp AI business platform (MVP):** multi-tenant SaaS with a RAG knowledge base, AI-generated workflows, and credit-based billing.
- **AI persona marketing demo:** simulated food-delivery platform that builds customer personas from order history and sends Gemini-written email and WhatsApp campaigns.
- **Factory vision prototype:** YOLOv8 checks PPE, workstation occupancy, and machine tower lights in factory video without identifying people.
- **Copper price advisor (early stage):** Buy/Hold/Wait signals from price, macro, and news data using SARIMAX and gradient boosting with SHAP explanations.

CLIENT PROJECTS (FERRALABS)

- **B2B ordering portals:** for a sanitary-hardware and an aluminium extrusion manufacturer: catalogues, quotes, orders, delivery stages, payments, invites, and analytics.
- **Extrusion factory ERP:** billets, dies, MRP planning, production jobs, quality checks, and dispatch, with operator-friendly screens.
- **Order dispatch and delivery tracker:** partial deliveries, quantity owed, returns, and printable documents in one shared status for sales and logistics.
- **Brand-aligned websites:** catalogue and enquiry sites with admin tools for manufacturers, a creative studio, caterers, and restaurants.
- **Lightweight inventory system:** replaced paper stock records with traceable digital ones for small manufacturers.

SKILLS

Product management: Product strategy, product discovery, customer research, market research, requirements and PRDs, prioritization, roadmapping, go-to-market, pricing, stakeholder management, workflow design, brand positioning

AI and LLMs: Generative AI, agentic AI, multi-agent orchestration, prompt engineering, context engineering, RAG, LLM tool and function calling, OCR, computer vision (YOLOv8), ML forecasting, Claude, Gemini, Vertex AI, AWS Bedrock, Claude Code, Codex CLI, Kiro

Solutions and implementation: B2B SaaS, multi-tenant systems, ERP and CRM, solution design, client onboarding, requirements gathering, process mapping, OSINT and market intelligence

Languages: Python, TypeScript, JavaScript, Rust, C/C++, SQL, Bash

Frameworks and platforms: React, Next.js, Node.js, Bun, Express, FastAPI, Tauri, Tailwind CSS, Supabase/PostgreSQL, SQLite, Google Cloud (Cloud Run, Vertex AI), AWS (EC2, Bedrock), Vercel, Cloudflare Workers, Docker, GitHub Actions, REST APIs, webhooks

Hardware: Embedded firmware (BLE, nRF52, RISC-V MCUs), KiCad PCB design, 3D printing

Analytics and tools: Google Analytics, PostHog, Pendo, Jira, Figma, Notion, n8n, GitHub

EDUCATION

MBA, Marketing | Distinction | CPI: 8.29

Shri Jaysukhlal Vadhar Institute of Management Studies, Gujarat Technological University | Jul 2024 - May 2026

BBA, Marketing and Finance | Distinction | CGPA: 7.73

Shri Dharamshi Devraj Nagda BBA College, Saurashtra University | Aug 2021 - Mar 2024