Santosh Patil

Design | Product | Data | Business

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As a product leader driven by design, empathy & curiosity I bring a holistic business & product perspective with 20+ years across academia, business, design, data & entrepreneurship. I founded & operated a business from scratch, shaping my growth & execution focused mindset. I enjoy leadning teams, concept validation, & facilitating workshops that drive innovation. Coaching is my way of bridging teams with data, storytelling, & decision-making.

Key recent experience

Indexnine

Pune, India

Oct 2025 - Present

Director of Business and Design

How did I make a difference?

- Led AI product transformation, translated business needs into product strategy, specifications and implementation roadmaps across discovery, design and delivery.
- Took a WhatsApp bot from concept to production and structured complex land acquisition and leasing workflows into build-ready specifications.
- Lead cross-functional AI product delivery and service design initiatives, including a prototype for a Threat monitoring company's listing and remediation workflows.
- Closed ₹6 crore in deals across multiple client engagements, including inbound opportunities, driving business development and client partnerships

bp

Pune, India

Apr 2022 - May 2025

Digital Design Lead, India

How did I make a difference?

- **Team Expansion:** Established and nurtured the India design team at bp, witnessing growth from 4 to 48 within two years across perms & vendor organizational structures.
- **Design Leadership & Evangelism:** Pioneered a custom design ops frame with the scale for bp. Ran org wide design awareness & demo sessions advocating to be product led.
- **Energy Mgmt Product:** Conceptualized and designed a B2B 0-1 Saas product, catering to CXOs, admins, and technicians, resulting in the acquisition of 3 enterprise customers.
- **Renewables:** Built an entprise wide regulatory Saas application. I last solved for unstructed data extraction, related workflows to meet regulatory obligations.

Fosfor by LTI

Pune, India

Mar 2021 - Apr 2022

Head of Product Design

What problems did I solve?

- **ML Ops Transformation:** Led the redesign of the ML Ops product, reducing ML model turnaround time by 30%.
- **Design leadership:** Went from 1 to 7 designers & built a collaborative custom design process that helped translate problems into actionable tasks.
- **Collaborative User Story Definition:** Leveraged design sprints for efficient cross-functional communication and simplify the user story definition process.

View all Experiences →

View Portfolio →

Education

Exec. Prog - CSCL

IIM Kolkota

Sep 2025

B.E Electronics

University of Pune

Jun 2005

Exec. Management

IGTC

Jan 2016