


Pranav Sharma

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SUMMARY

Product Manager with 7+ years driving enterprise SaaS, Cloud Billing, CPQ, CLM, and Quote-to-Cash product strategy across GTM, Finance, and Legal teams. Proven experience defining product roadmaps, writing PRDs, leading 0-to-1 launches, and implementing billing, invoicing, and revenue systems at scale. Skilled in translating commercial models into technical solutions, aligning cross-functional stakeholders, and delivering high-impact Billing and Q2C capabilities. Certified CSM, CSPO, CPQ Specialist, and CLM Practitioner.

EXPERIENCE

Infoblox – San Jose, CA | Product Manager – Revenue and Billing Systems

Dec 2023 – Present

- Defined product roadmap for CPQ → Revenue Cloud migration, aligning Legal, Finance, Sales, Engineering, and Pricing on strategy, milestones, and success metrics.
- Created and owned PRDs, user stories, acceptance criteria, and launch plans for quoting, approvals, and billing capabilities.
- Led cross-functional 0-to-1 launch of new NPI workflows, reducing time-to-market by 60%.
- Gathered requirements from GTM, Pricing, Billing, and Compliance teams to design scalable quoting and contracting solutions.
- Drove stakeholder alignment through executive readouts, business cases, and program briefs.
- Built analytics dashboards to track quoting throughput, billing accuracy, and contract cycle times.

ForgeRock – San Francisco, CA | Product Manager – Quote-to-Cash & CLM Platforms

Feb 2023 – Dec 2023

- Defined product vision for CPQ + CLM integration, enabling faster contract execution and reducing approval cycle by 25%.
- Created PRDs and product specs for renewals, amendments, and contract workflows.
- Collaborated with Finance, Legal, and Engineering to improve billing and compliance accuracy.
- Presented product decisions, risks, and tradeoffs to executive stakeholders to influence roadmap prioritization.

PwC (PricewaterhouseCoopers LLP) – San Jose, CA | Product Manager – CLM & Compliance Systems

May 2022 – Feb 2023

- Led enterprise CLM product implementations (Conga, Icertis, Apttus) integrated with ERP & CRM.
- Developed product workflows for NDAs, MSAs, and SOWs, reducing legal turnaround by 40%.
- Created business cases, adoption strategies, and product documentation for Legal & Compliance teams.

Bloom Energy – San Jose, CA | Product Manager – Legal & Business Systems

Mar 2019 – May 2022

- Led end-to-end product implementation of an enterprise CLM solution, automating legal workflows (MSA, SOW, RFP, NDA) and improving contracting efficiency and compliance across Legal, Sales, and Procurement.
- Defined product requirements, mapped “as-is” and “to-be” processes, and developed user stories, functional specs, and documentation to guide engineering and legal teams.
- Managed integration of ERP, HR, Sales, and Marketing applications with Salesforce, improving data flows, process consistency, and cross-functional visibility.
- Partnered with engineering to deliver Salesforce platform features using Apex, Visualforce, and API frameworks, enabling scalable contracting and approval workflows.
- Built internal automation tools leveraging Salesforce APIs and MS development frameworks to reduce manual effort and support Sales and Marketing operations.

Apttus (now Conga) – San Mateo, CA | Managed Services Engineer

Oct 2017 – Mar 2019

- Delivered Quote-to-Cash & Contract Lifecycle solutions for enterprise clients.
- Configured CPQ, CLM, approvals, workflows, and dashboards on Salesforce and Microsoft Dynamics.
- Created technical documentation for legal and sales stakeholders.

JVCKenwood USA – Long Beach, CA | Web Developer

Oct 2016 – Oct 2017

- Built and maintained web applications, dashboards, and interfaces for executive and legal teams.

EDUCATION

MS, Computer Science – California State University, Long Beach | GPA: 3.5/4.0

BS, Computer Science – Rajasthan Technical University, India | GPA: 3.4/4.0

CERTIFICATIONS

Certified Scrum Master (CSM) | Certified Product Owner (CSPO) | Google AI Essentials | Salesforce Certified Business Analyst | Salesforce Certified AI Associate | Salesforce CPQ Specialist (Apttus Certified CPQ, CLM, Billing, Approvals) | Salesforce Certified Administrator | Salesforce Certified Platform Developer | Icertis Certified Administrator & Practitioner

CORE SKILLS

Product Management: GTM strategy, Governance, Stakeholder Engagement, Risk Mitigation Roadmapping, Agile (Scrum, SAFe)
Cloud Billing - Lead-to-Cash, Revenue Systems, Invoicing Models, Usage-based billing, Billing workflows, Pricing Strategy, PRDs, Roadmapping, Enterprise SaaS, Cross-functional Leadership

LegalTech: Contract Lifecycle Management (CLM), Clause Library Management, Template Management, Compliance, Risk Mitigation

Platforms: Salesforce Sales Cloud, Salesforce CPQ, Apttus CPQ, Revenue Cloud, Icertis CLM, Conga CLM, Apttus CLM, DocuSign CLM

Data & Analytics: SQL, Tableau, Salesforce Dashboards, Anaplan, Clari

Cross-Functional Leadership: Legal, Sales Ops, Finance, Engineering, Products and Pricing, HR, IT