

Hi, I'm Tanishk!

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AI-native product leader with 10 years of startup experience, shipped to 35M users with \$50M sales pipelines across Social media, E-commerce, and SaaS.



Work Experience



Head of Product @ fluffbotics

Jun '23 to Present (Agentic AI, Hardware, Internet)

- ◆ Shipped AI chatbots across social apps, scaled to **25 million users** with 30m avg. daily usage and **45% D30 retention**
- ◆ Developed AI-powered creator platform for personalised content generation and fan monetisation, pivoted away due to PMF risk
- ◆ Pivoted to AI powered conversational toys platform, **booked \$1M of revenue** with \$50 million active pipeline



Staff Product Manager @ CareStack

Nov '22 to Jun '23 (US, Healthcare, Finance)

- ◆ Grew integrated POS offering by 400%; to \$5M per month
- ◆ Localised and expanded to AUS, NZ, & UK markets



Senior Product Manager @ Revenoid

Aug '21 to Oct '22 (US, Sales tools, AI, SaaS)

- ◆ Owned Product & Engineering (sprint efficiency 97%)
- ◆ Built the **world's first AI powered** sales intelligence tool using the **private beta release** of GPT-3
- ◆ **Lead company pivot** from corporate gifting into an AI sales intelligence platform by rebuilding and repositioning product



Founding Product Manager @ Koo

Jan '21 to Aug '21 (Social media, ML, Algorithms)

- ◆ **Sole contributor** for product, design, and frontend functions during growth **from 0 to 3M users**; then hired to build the team
- ◆ Owned entire Android and iOS release cycle (15 member team)
- ◆ Owned and **improved core metrics**: TSOA by 40%, D2 retention by 50%, engagement by 20%, and D5 network size by 100%
- ◆ Built and optimised core algorithms (content, recommendation)
- ◆ Got innovative features **copied by Twitter & Instagram**

Earlier: Founder @ Openly (Hyperlocal Marketplace) for 3 years, Founder @ Urban X (Flying Taxis) for 1 year, Freelance consultant (digital transformation & e-commerce) for 3 years

Mentorship

IntNex (2026)

(AI productivity for education)

SR Aerospace (2024)

(Drone propulsion manufacturer)

Skello (2023)

(Prediction market platform)

Octave Advisory (2021)

(Blockchain implementation)

Presidency University (2019)

(E-cell mentor & Guest lecturer)

Contact for more details about:

MSC&JH, LXG, WeShare, Ticketing, BLS, OMG, Twine, and many more

Recognitions

- ◆ Start-up Karnataka: ELEVATE Grant Winner (2019)
- ◆ IIM-A Masterplan Startup Competition winner (2018)
- ◆ IIT-M Elevate-X Startup Competition winner (2016)
- ◆ Thiel Fellowship Finalist (Summer 2015)

Academia

- ◆ I dropped out of college

Skills

Agentic Orchestration, Fine-tuning, LLM Evaluation, RAG, Design, Engineering, Sales