TANISHK SHARMA

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10 years of Product experience in AI, E-commerce, Social media, Healthcare, & SaaS

WORK EXPERIENCE

Co-founder and Head of Product @ neohumans
(Jun 23 to Present)
- Raised $3 Million from Google backed venture fund
- Led development of AI powered chatbot, acquired 25 million users, who spent 30 minutes on the app daily, with a D30 retention of 45%
- Led development of autonomous AI agents for a fortune 500 client
- Led development of a LLM powered personal robot
- Mentored the team by focusing on individual personal growth and fostering a positive work environment

Staff Product Manager @ Carestack
(Nov 22 to Jun 23)
- Owned POS product, grew payment volume to $5 million per month
- Led expansion of product into the Australia/NZ and UK markets
- Owned customer data and bookings product, increased usage by 30%

Senior Product Manager @ Evabot
(Aug 21 to Oct 22)
- Owned product function, led team of 7 engineers
- Architected the company's transformation from a corporate gifting service to AI driven sales outreach tool using GPT-3, and guided all 30+ employees through their new roles

Product Manager @ Koo
(Jan 21 to Aug 21)
- Joined as the first member of Product function, reported directly to COO
- Lead product function solo during growth from 40k to 10 million users
- Hired and trained frontend engineering team from scratch, while also contributing as the sole IC for this function, until the candidates settled into their roles (contributed at the level of senior engineer for 3 months)
- Hired and trained UI/UX design team from scratch, while also contributing as the sole IC for this function, until the candidates settled into their roles (contributed at the level of lead designer for 4+ months)
- Lead 15 engineers, running weekly releases for Android, iOS, and Web
- Ran 20+ experiments every month which resulted in improvement of core metrics like TSOA by 80%, day 2 retention by 50%, post engagement by 20%, and day 5 network size by 100%, over a 3 month period

Founder @ Openly
(Jul 18 to Dec 20)
- Raised money, led a team of 10 people, and grew through covid
- Built fully featured cross-platform mobile apps as a full stack developer
- Acquired 10k users with and onboarded 200 stores in first 6 months
- Fulfilled over 50 orders per day during covid times
- Performed all roles including product, design, engineering, and growth

- 2 prior experiences -

SIDE PROJECTS

Advisor @ SR Aerospace ('23 - '24)
- Set up business channels including sales, marketing, and more
- Represented to govt. organisations, defence forces, and contractors
- Set up processes for manufacturing, inventory, packaging, and more

Advisor @ Skello (2023)
- Mentored the startup with their GTM and business strategy

Co-Founder @ Octave ('21 - '22)
- Set up the blockchain & Web3 advisory firm in Dubai
- Represented the company and won contracts with prominent clients including local banks & govt. orgs
- Successfully implemented blockchain solutions over 15 projects in 6 months

AWARDS

Start-up Karnataka ELEVATE Winner (2019)
- Won a cash grant of Rs. 50 lakh after competing against 1000 applicants

Thiel Fellowship Finalist (Summer 2015)
- Placed among top 8 startups internationally after evaluation process

ACADEMIA

Visiting Faculty & E-Cell Mentor @ Presidency University (2019)
- Set up the on-campus startup incubator and mentored 4 startups.
- Conducted sessions on 'AI in Business' and Startups for 2nd year MBA students.