Karan Sachan

Tang Hall # 06B3, 550 Memorial Dr, Cambridge, MA - 02139
+1 617.401.5822 | ksachan@mit.edu

EDUCATION

Massachusetts Institute of Technology   Cambridge, MA
School of Engineering & Sloan School of Management   August 2016 - Present
M.S., Engineering and Management
• VP of Marketing, Product Management Club; VP of Alumni relations, MIT-SDM
• Core Member of Digital Currency Initiative, a group focusing on Blockchain and AR/VR at MIT Media Lab

JSS Academy of Technical Education   Noida, India
B.Tech (with Honors), Information Technology   July 2005- May 2009
- Graduated 1st /117 students in my department & among top 5% of university B.Tech batch of ~23,000 students

EXPERIENCE

Wishing Well Technologies Pvt. Ltd.   Bangalore, India
Co-founder & Head – Product & Engineering   October 2014 – August 2016
- Successfully led fundraising efforts to build MVP, raising $500K from investors including ex-Fortune100 CEO
- Led the design and development of platform (Web & Mobile) through new data-driven approach, resulting in a 97% increase in signups, doubling of mobile traffic time-on-site, and growing visitor traffic at non-peak times by 20%
- Finalist of India's most premier start-up challenge – '10000 start-ups' by NASSCOM; over 9000 start-ups applied

Reliance Industries Ltd.   Bangalore | Mumbai, India
Product Manager - Smartphone | Cloud Solutions – Saas & IaaS   July 2013 – August 2016
- Selected among 30 candidates out of 30,000+ for the most renowned Leadership Development Program in India
- Product/Program Manager for $120M product portfolio; Responsible for delivering product from ideation to launch
- Successfully built the world's most economical 4G smartphone by focusing on 80:20 rule for feature-usage metrics driven by usability studies and eliminating less valuable components, improving Bill of Material (BOM) by 37%
- Managed strategic vendor worldwide and grew partner ecosystem by 300% (incl. Fortune 500 companies), reducing the time to market by 23% and cutting down run-rate expenses and budgeted capital expenditures by 17%
- Led Open Mobile Project from Reliance in collaboration with Govt. of India, Facebook's Internet.org, and Google's Project Loon to provide Internet connectivity to 500+ millions Indians in rural and remote areas
- Filed 4 key patents around security architecture of smart devices, strengthening intellectual property of our product
- Spearheaded product awareness and partnership by showcasing product at Mobile World Congress - Barcelona, attended by nearly 100,000+ participants from 190 countries and 3,600+ members of the international media

Qyuki Digital Media Pvt. Ltd.   Bangalore, India
Product Manager & Data Scientist   August 2012 – July 2013
- Led the development of data science competencies for the platform, driving traffic up by 43% and increasing avg. time spent per user per month by 33 mins; Increased EBIT by 37% by pushing personalized ads to customers
- Increased viral invites by 27% by implementing a social graph to connect through Facebook and Google+
- Drove strategic product development by facilitating a feedback loop among engineering, sales, and marketing/PR

Motorola Mobility Inc.   Bangalore, India | Chicago, USA
Senior Engineer, Motorola Innovations Lab   July 2011 – August 2012
- Awarded 'Innovator of the Year' in 2011 across all Motorola facilities for ideating the initial modular phone concept in a hack-a-thon, which later matured and pursued by Google as 'Project ARA'
- Outlined and designed welcome experience for new and returning users of Motorola devices, introducing them to a completely re-imagined product experience including landing screen layout and guided tour for feature walkthrough
- Managed UserVoice account that aggregates user feedback to make data-driven decisions and prioritize product ideas. Determined top addressable issues by churning and analyzing data and led teams to resolve these issues

ADDITIONAL INFORMATION

- **Technical Skills:** Java, Cloud, Hadoop, Machine Learning, Python, R, NoSQL, JIRA, Google Analytics, Tableau
- **Certifications:** Harvard's HBX CORe; Scrum Alliance's Agile ScrumMaster; Design Thinking from Lynda.com
- Awarded Global Leaders scholarship by Fujitsu-JAIMS and Young Leader Program scholarship by Govt of Japan
- Invited as Delegate in 12th World Business Dialogue at Berlin and in Preparing Global Leaders Academy at Jordan