Venu Gopinath Nukavarapu (he/him/his)
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EDUCATION

Master of Business Administration - *University of Cambridge, UK*   08/2025 - Present
Master of Science in Computer Engineering - *Arizona State University, USA*   01/2019 - 12/2020

PROFESSIONAL EXPERIENCE

Co-Founder - *ZoFit.ai, Remote*   11/2024 - Present
AI-powered virtual fitness trainer/chatbot delivering personalized fitness plans based on each user's unique goals
- Led development of ZoFit's IOS app from **0 to 1** within six months, managing cross-functional vendor teams across design and engineering to drive product development
- Architected and implemented a 6-layered **agentic AI system** using open-source LLMs, resulting in a 50% reduction in operational costs and a 70% improvement in processing speed compared to enterprise APIs
- Conducted **user research** with 50+ beta participants, identifying key pain points and informing **UX improvements** enhanced user satisfaction ratings by 20%

Product Manager - *Radius AI, Bellevue, WA, USA*   05/2023 - 01/2025
Develops advanced AI autonomous checkout systems and analytics for convenience stores & retailers in the US
- Drove **data quality** for **large-scale AI analytics** in partnership with Engineers and AI Scientists to identify blockers and unintended AI behavior, achieved 95% data accuracy for AI use cases
- Reduced **time to market** new features by 15% by orchestrating short-term/long-term **product roadmaps** with leadership and cross-functional stakeholders to ensure alignment on product vision and goals
- Enhanced deployment efficiency by 95% by redesigning **Software Development Life Cycle** and developing various tools for CI/CD automation and testing, increased developer productivity by 20%

Product Strategy Lead - *Google, Mountain View, CA, USA*   09/2021 - 04/2023
- Generated over **$1.2B+ in ARR** by leading Ad Formats business strategy, collaborated with cross-functional teams to develop OKRs and metrics, and build programmatic sales pipelines using SQL
- Managed **product launches** for 3 new AdFormats by teaming up with Product, Marketing, and Sales teams to craft **Go-To-Market strategy,** driving feature adoption for new AdFormats by 100% QoQ
- Improved sales productivity by 35% through establishing multiple **sales activation** programs, training, and webinars to provide strategic guidance to sales, resulted in adding $300M in ARR

Communications Engagement Specialist - *Arizona State University, AZ, USA*   04/2019 - 12/2020
- Boosted web engagement rates (site traffic, time on site, clicks) by 25% by leveraging qualitative and quantitative analysis to analyze **user behavior** and shape **content strategy** for web and social media
- Spearheaded **market research** and multiple pilot programs with over 5,000 users on average, which facilitated transition of two products from pilot phase to full production

Product & Strategy Manager - *Error Technologies, Hyderabad, India*   01/2017 - 12/2018
Error Tech *develops custom software applications, websites, and mobile apps tailored to business needs*
- Scaled team from 4 to 50 within 2 years while liaising with cross functional teams to develop 10+ **enterprise SaaS** applications, contributing to **25% QoQ revenue growth** in Year 2
- Acquired 20+ enterprise clients, resulting in a 40% increase in client base by developing **lead generation strategy**, spearheading **sales initiatives**, and streamlining **client onboarding** processes

CERTIFICATIONS

- Diploma In Corporate Governance - Corporate Governance Institute, 2025
- Global Business - Harvard Business School, 2024
- Certified Scrum Product Owner - Scrum Alliance, 2021 | Certified Lean Six Sigma Green Belt - KPMG, 2021
- Achieving Product-Market Fit, Data Science and Agile Engineering - University of Maryland, 2021