

Aakash Deshpande

Lead Product Manager

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EDUCATION

- Indian Institute of Technology Bombay** Mumbai, India
B.Tech. in Computer Science and Engineering; Minor in Statistics July 2012 - June 2016
GPA: 9.63 (Department Rank 3 among 87); Institute Academic Award (2013)

EXPERIENCE

- SIMON Markets LLC** New York
Lead Product Manager Feb 2019 - Present
Fintech startup backed by major investment banks and insurance providers, with a mission to empower financial advisors with a centralized investment platform for risk-managed products
 - Developed and led strategy for usage growth in enterprise clients. Helped acquire 20,000 new financial advisors and increased Monthly-Active-Users from 3500 to 9500, which led to 93% (+\$14mm) YoY revenue growth
 - Conducted user research and analyzed usage data to create a roadmap of innovative platform features. Executed with a cross-functional team (engineering, design, sales, marketing), and improved new user retention from 30% to 50%
 - Built go-to market processes that tripled email CTRs. Defined key user personas, success measures and sales tactics; and set up Salesforce data integrations for lead targeting
 - Drove a roadmap to make organization data-driven by onboarding analytics tools, data warehouse and BI dashboards
 - Promoted to Lead Product Manager in 18 months, and helped realign organizational structure to promote growth
- Goldman Sachs** New York
Senior Software Engineer Jul 2016 - Feb 2019
Part of the alternative investments team, with a mandate to design a web-based investment platform for equity products. Team was spun-off with investments from major investment banks and insurance providers
 - Led development of a post-trade management portal. Defined user journeys and groomed FA requirements
 - Built Rest API integrations with major banks (JPM, MS etc.) and wealth managers (RJ, LPL etc.) for daily uploads of 500,000+ client positions and 40,000+ products
 - Built streaming and batch ETLs to aggregate data from NoSQL databases. Designed AWS microservices backed by PostgreSQL to display customizable reports and handle PII compliance requirements
 - Conceptualized risk measures for structured notes. Designed stochastic models for rough predictions of lifecycle events

TECHNOLOGIES

- Engineering** Scala, Python, PostgreSQL, Mongo, AWS S3, AWS EKS, AWS Lambda, AWS Kinesis, Github
- Analytics** Jira, Mixpanel, Splunk, Pandas, Tableau
- Sales, Marketing** Salesforce, Pardot, Engage, Appcues
- Design** Invision, Flowmap, Confluence

HONORS AND AWARDS

2012	All India Rank 46 (out of 1.3 million)	IIT Joint Entrance Examination
2015	99.96 percentile (out of 230,000)	IIM Common Admission Test
2014	Rank 19	ACM ICPC Amritapuri Regionals
2012	Top 1%	Indian National Mathematics Olympiad (INMO)
2011	All India Rank 34 (KVPY scholarship)	IISC Bangalore & Government of India
2012	Inspire (Top 1% in State)	Higher Education Board of Maharashtra

RESEARCH PROJECTS

- Join enumeration for SQL optimizers (B.Tech. Research)** Prof. S. Sudarshan, IIT-B, India
Algorithms to enumerate all cross-product free join-orders for faster SQL queries Jul 2015 - Mar 2016
- Cyclical iterability of timed automata** Prof. Frederic Herbreteau, LaBRI, France
<http://arxiv.org/abs/1410.4509> Apr 2014 - Jun 2015
- Hinglish-English Translator** Prof. Pushpak Bhattacharya, IIT-B, India
POS/Rules-based machine translation system. Publication submitted Jul 2014 - May 2015

VOLUNTEER EXPERIENCE

- Internship Coordinator for Institute Placement Team** IIT-B, India
Single point-of-contact for recruiting firms Jul 2014 - May 2015
- Teaching Assistant for Low-Cost Laptop Mission** IIT-B, India
Mentored 100 underprivileged students on laptop usage Jul 2015 - Dec 2015
- Institute Student Mentor for IIT Bombay Freshmen Cell** IIT-B, India
Selected as a mentor for incoming freshmen for all-round participation Jul 2015 - May 2016