AAYUSH SRIVASTAV

Status: US Permanent Resident | New York City   Target: (Technical) Product Manager | Location: SF/Bay Area
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SKILLS: ML/LLM quality & reliability, online/offline metrics, red-teaming & evals, model risk management, A/B & causal inference, Python/SQL, roadmap to GA**,** KPI ownership, delivery to adoption, model lifecycle governance, risk & compliance

WORK EXPERIENCE

Google | New York, NY | 4 Promotions, 41 Awards (31 peer bonuses, 10 spot bonuses), 4 Patents

Product Manager, Performance & Quality, Performance Max (PMax), Advertiser Platform, *Apr '24 - Now*
- Shipped the MVP for channel transparency from advertiser research & log analysis & set success metrics & usability criteria. **Impact:** broad early adoption within weeks & planning-related tickets down by 17%.
- Quantified high-risk campaign scenarios with machine learning & set guardrails for a phased rollout. **Impact:** churn −11% in affected segments; protected hundreds of millions USD in advertiser spend.

Head of Solutions Platform Engineering, Cloud Solutions, *Apr '23 - Aug '24*
- Built a startup-style 7-person team (4 SWEs, 3 architects) in Cloud GTM to ship reusable solutions. **Impact:** Increased shipping velocity by 10x, leading to top 1% code contributions by team & 17 launches in 6 months.
- Co-founded the Solutions Center for repeatable GenAI solutions & cloud assessments, curating solutions from 100+ partners with quality gates & evidence checklists. **Impact:** scaled field coverage & influenced a $3.7B pipeline.
- Launched production Generative Solutions, working with Google DeepMind using Gemini 1.5 Pro. **Impact:** +23% GenAI solution uptake (showcased at Cloud Next '23 & Generate London '24).
- Filed four patents for agentic AI solution orchestration, compliance-aware controls, & automated Terraform generation capture. **Impact:** 3 first-action patent allowances & 1 publication, which created IP-backed revenue options.

Product Manager, Alphabet GRC & Tech Lead, Application Engineering, *Jan '22 - Mar '23*
- Launched a Discovery Platform for cloud maturity across millions of Workspace users, billions of Gmail accounts, & 90K partners. Impact: completed 1500+ enterprise discoveries in five months & influenced $1B+ pipeline.
- Led Compliance Reports Manager for Cloud to automate audit-ready evidence & reporting. **Impact:** shortened audit preparation time by weeks & improved audit-readiness coverage across product areas.
- Launched a conflict-of-interest resolution tool for 600+ executives with standardized workflows across Legal, HR, & Compliance. **Impact:** reduced resolution time by 47%.

Solutions Manager, Toronto, Canada, *Jun '19 - Dec '21*
- Built & launched a Zero-Trust architecture maturity assessment used by customers & partners. **Impact:** influenced a mid-nine-figure pull-through revenue & standardized security recommendations.
- Advised 20+ Fortune 500 enterprises on cloud security & compliance with quantified gap analyses & roadmaps. **Impact:** Negotiated security & privacy terms for 50+ regulated industry cloud agreements with Legal & Privacy teams.

Multiple startups & accelerators | New Delhi | Fractional Product Management, *May '18- Apr '19*
- **Startereum:** Led a five-person team to build a crypto-token simulation game that teaches investors to spot scam patterns using on-chain & community signals. **Impact:** enabled investor education & repeatable workshop playbooks.
- **Vihara Innovation Fund:** Created a diligence framework with user interviews, funnel metrics, & risk scoring; ran discovery sprints with founders. **Impact:** faster go/no-go decisions & clearer investment theses.
- **TotalCloud:** Developed Alexa skill & AR rendering app to drive new customers at AWS Summit. **Impact:** generated 500+ net-new leads, company subsequently acquired by Qualys.

Amazon Web Services, Amazon.com Inc. | Bangalore, India
VC & Startup Business Development, *Jan '17- Mar '18*
- Built app & APAC program for the top 100 AI startups in India. **Impact:** generated a **$40M** revenue pipeline.
- Organized AWS's first startup roadshow across four Indian cities. **Impact:** produced **350+** qualified leads.
- Won "Most Customer Obsessed" at the Amazon Prime Hackathon for an Amicus Shopping → Prime integration for high-value purchases. **Impact:** validated a new partner integration concept.

Amicus Shopping Assistant, Amicus Technologies Pvt Ltd. | New Delhi, India
Co-Founder & CEO, *Nov '14- Nov '16, Amicus helps consumers make better decisions (Crunchbase)*
- Led an 11-person team of engineers & lawyers to build & launch three consumer products (simplify terms & conditions, amplify complaints, true-cost calculator). **Impact:** grew to **230,000** users across **36** countries.
- Drove acquisition, partnerships, & community programs; iterated onboarding & retention to scale usage. **Impact:** recognized as **Top 2 national finalist** at IIT Delhi (2015) & IIM Ahmedabad (2016). **Outcome:** Acquihired by Indiqus Technologies in an all-stock deal; joined as Head of Product & Marketing to integrate the platform.

EDUCATION

Columbia Engineering, Cross-registered for PhD-level credit in Reinforcement Learning & Machine Learning for Robotics
Columbia Business School, NYC | MBA | CGPA 7.3/8.0 | Only Executive MBA student to be offered $20K financial aid
National Law University, Delhi | JD-equivalent | US GPA Equiv.: 3.66/4.0 | Top-3 Ranker in Moot Courts for 5 yrs