

# Akshat Agrawal

akshat.ag77@gmail.com (408)-597-7474

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|-------------------|---|--|--------------------------|
| <b>Objective</b>  | I am a seasoned Product Manager looking for an entrepreneurial role that (1) blends building an excellent product <i>and</i> strategically building a business, (2) emphasizes in-person work with strong company culture and high caliber teammates, and (3) offers a path to product leadership and people management.  |  |                          |
| <b>Education</b>  |   |  |                          |
| 2022 - 2024       | <b>Harvard Business School</b>  |  | <b>Boston, MA</b>        |
|                   | MBA General Management. Unusual Ventures University Founder Fellowship.   |  |                          |
| 2014-2018         | <b>University of Pennsylvania</b>   |  | <b>Philadelphia, PA</b>  |
|                   | BS Economics (Wharton) and BE Computer Science (Penn Engineering). Summa Cum Laude. Jerome Fisher M&T Program, CIS 160 TA and Recitation Leader, President of Penn Masti Dance Team.  |  |                          |
| <b>Experience</b> |   |  |                          |
| 2020-2022         | <b>Skyflow – Senior Product Manager</b>   |  | <b>San Francisco, CA</b> |
|                   | Skyflow’s mission is to enable enterprises to become better stewards of user data. Skyflow’s main product is a PII data vault with an accompanying SaaS platform and API. I joined Skyflow after their Seed round as one of the first Product Managers. Main contributions:   |  |                          |
|                   | <ul style="list-style-type: none"><li>• Led the Developer Experience (DX) team, owning the SaaS platform and API product surfaces.</li><li>• Hired, onboarded, and directly managed all non-engineering members of the DX team.</li><li>• Shipped <a href="#">Vault Builder</a> and <a href="#">Vault Templates</a>, enabling users to configure custom data vaults with an intuitive user interface. Reduced data vault setup time from several hours to &lt;2 minutes.</li><li>• Shipped <a href="#">Skyflow Docs</a> site including numerous articles, quickstart guides, demos, and sample apps. Reduced developer onboarding time from 3+ days to &lt;30 minutes.</li><li>• Shipped <a href="#">Skyflow Free Trial</a> experience including product onboarding flow and product analytics. Made Skyflow easier to try, allowed us to adopt a bottoms-up sales motion and service more leads.</li><li>• Shipped <a href="#">JS, iOS, and Android SDKs</a>. Reduced customer integration times.</li><li>• Active part of the sales process from discovery, to POC, to post-sale support for several customers.</li><li>• Developer advocate and evangelist. Ex: <a href="#">90-min developer workshop</a>, <a href="#">Healthcare Data Webinar</a></li></ul> |  |                          |
| 2018-2020         | <b>Google – Product Manager</b>   |  | <b>San Francisco, CA</b> |
|                   | Google APM alum. I was a PM on Android Messages and Google Stadia. Main contributions:  |  |                          |
|                   | <ul style="list-style-type: none"><li>• Led product strategy for Stadia Gen II, a ~\$100MM initiative to build the next generation of Stadia’s cloud gaming server to compete with PS5 and Xbox Series X.</li><li>• Coordinated teams across hardware, software, finance, and BD to align on a plan for Gen II, culminating in successful GM-level review and funding.</li><li>• Led Android Messages Onboarding team, responsible for topline RCS user growth.</li><li>• Shipped new onboarding experience and improved RCS opt-in rates by &gt;50%.</li><li>• Shipped new messaging engine improving RCS message reliability by &gt;80%.</li><li>• Received Google Quality Award (selected out of ~25K FTEs) in Q2 2019.</li></ul>  |  |                          |
| <b>Skills</b>     | <ul style="list-style-type: none"><li>• <b>Excellent written and verbal communicator.</b> Writing: <a href="#">Startup Ideation Reflections</a>, <a href="#">Framework for Climate Tech Innovation</a>. Talks: <a href="#">Fintech Devcon Workshop</a>, <a href="#">Healthcare Data Webinar</a>.</li><li>• <b>Technical builder with keen product design sense.</b> Projects: <a href="#">Zenn</a> meditative journaling app. Other projects at <a href="#">akshat.vercel.app</a>. Proficient in Javascript, Python, Figma.</li><li>• <b>Analytical and data driven.</b> Proficient in SQL, Mixpanel, Snowflake, A/B testing.</li></ul>   |  |                          |
| <b>References</b> | Anshu Sharma – Chief Executive Officer, Skyflow<br>Amruta Moktali – Chief Product Officer, Skyflow<br>Drew Rowny – Director of Product Management, Patreon (formerly Google)  |  |                          |