Akshat Agrawal
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education

| 2022 - 2024 | **HARVARD BUSINESS SCHOOL** | **BOSTON, MA** |

Candidate for Master in Business Administration.

| 2014-2018 | **UNIVERSITY OF PENNSYLVANIA** | **PHILADELPHIA, PA** |

BS Economics (Wharton) & 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.

experience

| 2020-2022 | **SKYFLOW** | **SAN FRANCISCO, CA** |

Senior Product Manager

Skyflow is a startup building an API for data privacy with the mission of helping enterprises become better stewards of user data. I was with the team from Seed → Series B and wore multiple hats including product, design, sales, and marketing. Notable contributions:

- Product Lead for Developer Experience, Growth, and Analytics product areas.
- Hired, onboarded, and directly managed 2 team members of the Developer Experience team.
- Shipped API quickstart experience, API refactor, and other API-excellence initiatives.
- Shipped JS, iOS, and Android SDKs to accelerate customer integration times.
- Shipped docs.skyflow.com including documentation and content.
- Shipped free trial flow, product onboarding experience, sample apps, and more PLG features.
- Shipped product analytics suite using Mixpanel to provide crucial data to GTM teams.
- Shipped core platform features and APIs for the data privacy vault.
- Served as developer advocate. Ex: 90-min developer workshop I ran at Fintech Devcon.

| 2018-2020 | **GOOGLE** | **SAN FRANCISCO, CA** |

Product Manager

Google APM alumnus. I was a PM on Android Messages and Stadia. Notable contributions on Stadia:

- Product Lead for Stadia Gen II, a ~$100M initiative to build new, advanced server infrastructure.
- Drove cross functional alignment to secure funds for Stadia Gen II, culminating in successful GM-level review.

Notable contributions on Android Messages:

- Shipped new onboarding experience improving feature opt-in rates by >50%.
- Shipped new messaging engine improving reliability by >80%.
- Shipped analytics suite with granular dashboard for tracking reliability and growth.
- Received Google Quality Award (selected out of ~25K FTEs in the org) in Q2 2019.

skills
Communication & Stakeholder Management: +++
Product Insight and Strategic Thinking: +++
Execution and Project Management: ++
Data Analysis & Technical Skills: ++
People Management: +

interests
Fluent in Hindi, Spanish, and learning Japanese. Love tennis, skiing, F1, fitness, & meditation. Lifelong learner!