

HARSHIL RASTOGI

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Pittsburgh, PA

Data-driven PM, with 5 years of software development experience, building cloud platforms for India's largest e-commerce company. Looking for a challenging PM position where I can utilize my software engineering skills and create value.

WORK EXPERIENCE

ACRONIS

Pittsburgh, PA

Product Manager

02/21 – Present

- **Market Research:** Analyzed 50+ integrations between Endpoint Protection Solution and RMM, and studied various scenarios which would help us plan our product better..
- **Product Planning and Implementation:** Prioritized various features based on customer needs, industry trends and revenue impact, forged a development plan and took it to fruition.

ACRONIS

Pittsburgh, PA

Product Manager-Intern

05/20 – 8/20

- **GTM Strategy:** Identified and recommended 6 strategic partners for Acronis Cyber Notary Cloud's e-signature feature to enhance alliances and customer base for a prospective business of \$10M+.
- **Features Prioritization:** Interacted with 15+ clients and recommended substantial features for enhanced experience based on customer insights and external benchmarking.

FLIPKART

Bangalore, India

Software Development Engineer II

05/19 – 1/20.

- **Product Development:** Developed a CI/CD tool using Go, Ansible and MySQL which efficiently deploys new builds to 26k servers, saving 400+ hours/Yr.
- **Growth Hacking:** Designed and implemented a data pipeline and dashboard to monitor and detect servers which are not in production or have errors. (500+ servers back to production and rotation).
- **Fast Learner:** Within the first 2 weeks of joining, shipped the crucial features which made Flipkart Cloud Platform PCI-DSS compliant and transferred the payment and sensitive information from Azure/GCP, saving \$100k+/Yr.

INNOVACCER

Noida, India

Software Development Engineer II

06/16 – 05/19

- **New Product Development:** Developed a platform for medical e-consultation from inception which supports audio and video calls along with chat over a secure network between doctors and patients. [InConnect](#)
- **New Product Development:** Developed a DB querying tool (Similar to Google's BigQuery) which was one of the 7 main products of the company, used by 4 out of 9 clients.
- **Leadership:** Handled a team of 9 software developers to parallelly deliver products to 7 clients.
- **Achievement:** Awarded for leading a company wide effort in integrating performance and error tracking of backend services using Sentry and Elastic APM.

EVALUESERVE

Gurugram, India

Software Engineer(Data Science)

07/15 – 06/16

- **Machine Learning:** Developed an automated newsletter generation tool predicting news category and relevance.
- **Pain Point & Sentiment Analysis:** Identified pain points of competitors using NLP techniques for a pharmaceutical company.

EDUCATION

CARNEGIE MELLON UNIVERSITY (School of Computer Science + Tepper School of Business)

Pittsburgh, PA

Master of Science in Product Management

01/20 – 12/20

Courses: Intro to Deep Learning, Intro to Data Science, Service Design, Business Communication

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY

Delhi, India

Bachelor of Technology (Computer Science)

08/11 – 06/15

SKILLS

Languages: Python(Proficient), Go(working knowledge), Scala(working knowledge)

Frameworks: Django, Pyramid/Flask

Data Platforms: Elasticsearch, MongoDB, Postgres, MySQL