

Jayanth Mohana Krishna

Technology and UX Product Manager

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WORK EXPERIENCE

Sr. Product Manager | Checkr

Oct 2022 – May 2023

Checkr provides background checks as a service to various recruiting, gig work, and SOC2 partners to integrate and use in their workflow.

Developer platform and developer experience

- 50% faster development time and 40% more activation using integrated documentation, API call validation, and webhook acknowledgments in situ.
- Built CMS integrations to delegate documentation refinement to customer-facing teams while retaining visibility and ownership for engineering and product teams to understand usage, and gather feedback and suggestions.
- Defined and instrumented Amplitude metrics into several pages, getting insights into developer-focused features in an integration-heavy product.

Access control and logging

- Led self-service tooling to discover integration performance and access issues early and often, leading to secure, automated resource grants and approvals.
- Resulted in 30% fewer support tickets in EA customers in under 6 months.

Sr. Product Manager | Clari

Oct 2021 – Aug 2022

Clari is a sales and revenue prediction and recommendation engine utilizing activity signals from CRM and other external data sources.

API Strategy and enablement

- Partnered with activity, forecasting, analytics, and recommendations teams to understand their customers' revenue workflow, and came
- Implemented authentication/authorization, API gateway, observability, logging, and other infrastructure in readiness to org-wide API-first thinking.
- Roadmapped, co-designed, and priced consistent and sensible APIs and tooling to ingest and export data to expand SAM/TAM for existing and new customers.

Revenue Data Benchmarking

- Envisioned a product that federates industry-wide trends and surfaces comparisons and benchmarks between and within organizations and sectors.
- Improved customer revenue retention by identifying 50+ usage event types.

Partner Product Manager | Google

Jul 2018 – Jan 2021

NPE helps players in the smart home industry integrate with Google Assistant, and provide users with a secure, easy way to interact with devices in their home.

Dialogflow to device lifecycle API migration

- Transitioned 700+ partners in lighting, security, comfort, and entertainment industries from invocation-based actions to API-based integrations, enabling NLG, localization, device discovery, linking, state reporting, local execution, and multi-factor authentication using device types and traits.
- Built documentation and tools for developers to build and test integrations, resulting in 90% fewer 'Works with Google Assistant' certification attempts.

Matter smart home standard

- Worked with Amazon, Apple, and other Matter (formerly Connected Home over IP) alliance members to work on protocols, discovery mechanisms, automatic linking, routers, etc. for inter-compatibility and collaboration.

EDUCATION

Georgia Institute of Technology

Aug 2016 – May 2018

Masters in Human-Computer Interaction

Visvesvaraya Technological University

Aug 2010 – May 2014

Bachelors in Computer Science and Engineering

SKILLS

Core Skills

Product roadmapping, user stories
Aligning KPIs to OKRs or GMTs
Agile methodologies and sprints
Go-To-Market Strategy
Executive/strategy presentations
Stakeholder relationship building
Dashboards and monitoring
Troubleshooting and debugging
Experiment design and A/B testing
Product and Data Analytics

Design

Figma, Sketch, Photoshop, Xd
Responsive HTML, CSS
JS Frameworks

Research

Competitive Analysis
Interviews
Usability Testing
Survey Design
Pricing and packaging

Programming

Python
SQL and NoSQL
JavaScript
REST APIs

Other

DevOps and Infrastructure
AI and Machine Learning