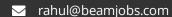
RAHUL MALIK

Director of Product Management



J (123) 456-7890

Brooklyn, NY

in linkedin.com/in/rahul

EDUCATION

B.S.

Statistics

University of Maryland

- 🖮 September 2006 April 2010
- College Park, MD

SKILLS

Leadership

Product Strategy

Product Expansion

Agile Development

A/B testing and experimentation

WORK EXPERIENCE

Director of Product Management

SeatGeek

- iii January 2017 current
- New York, NY
- Managed a portfolio of small, medium, and large product initiatives united under a clear product strategy that generated over \$6M in annual revenue
- Played an active role in the recruitment process, leading the expansion of the product team from 5 PMs and engineers to over 20
- Directly managed 4 junior PMs and 6 mid-level PMs and provided regular job performance feedback to improve the team's output by 18% year over year
- Led expansion of the product into the virtual event ticketing space which grew over 110% from 2019 to 2020

Senior Product Manager

Stripe

- iii January 2013 January 2017
- New York, NY
- Performed cohort analysis that identified an opportunity to reduce pricing by 25% for a segment of users boosting yearly revenue by \$720,000
- Led the development for a new B2C SaaS product to enable students to check their writing for grammar and plagiarism which grew to 120,000 daily active users in the first year
- Identified product gaps in Google Analytics and led design of new features across engineering and design resulting in a yearly revenue increase of \$3.1M through increased engagement
- Led a team of one full-time employee and three contractors

Product Manager

Mint

- iii April 2010 January 2013
- New York, NY
- Implemented a referral program for highly active customers which led to a net increase in new users of 27,000 annually
- Implemented a long-term pricing experiment that improved customer lifetime value by 22%
- Worked closely with leadership to present key indicators of product growth and adoption leading to the close of a \$4.1M
 Series B