# Kaustubh Bhatter

## Head of Product, Co-Founder

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## 💼 WORK EXPERIENCE

**Sharpener Tech,** *Head of Product and Co-Founder* ↗                04/2023 – Present
*Bootstrapped, Profitable Ed-Tech Startup.*
- Built a profitable ed-tech platform with **100K+ users (14x YoY growth)**, using **organic** growth strategies.
- Drove product, design, and analytics to reach **$400K ARR** (INR 3.2Cr).
- Created **SuperVidya,** an **AI-powered grading and tutoring tool,** for digitizing LMS of schools and colleges.
- Drove product strategy and design, achieving **74% week-6 retention (industry-best)** and **NPS 71**.
- Created **Evalit**, an in-house **AI Mock Interview and assessment** tool, reducing mentor effort by **76%**.
- Automated lead funneling and pre-sales via **n8n**, **AI agents and Voice APIs** by 35%

**Directi**

*Product Manager*                04/2021 – 04/2023
*Email platform partnered with Hostinger, GoDaddy, and Wordpress.*
- **Increased premium upgrades by 15%** with the launch of Titan Max.
- Improved the **NPS** of business email, Titan, **by 17%.**
- Increased the **virality co-efficient** of Neo through growth experiments for Neo**.**

*Assistant Product Manager*                01/2021 – 09/2021
- Conducted research and validated demand for **Neo**, Titan's new personal email bet.

**123 Stores**

*Product Manager*                09/2020 – 01/2021
*B2B SaaS platform for Amazon and eBay sellers.*
- Built **automated warehouse return handling** system for 100% (2500+ returns) monthly.
- Implemented **dynamic pricing strategy** reducing stock wastage by 31% and **revenue increase by $400K.**

*Associate Product Manager*                04/2019 – 09/2020
- Automated communication platform, **improving team efficiency by 65%.**
- Setup customer notification system impacting 100,000 monthly orders.

## 🧩 AI VIBE CODING

**ChurnGate,** *Automated AI Drop-off Protection* ↗
AI prototype which analyses user activity, predicts potential churn and takes actions automatically to maximize revenue.

**Goally,** *AI - powered Goal planner* ↗
Set up quantifiable goals with this Firebase-authenticated goal / resolution planner, the way corporates do!

## ⚙ TOOLS

MixPanel, Amplitude, Metabase │ n8n │ JIRA, Linear │ Figma, Canva │ Pendo │ Growthbook │ AI Studio, Lovable, Bolt, Flow │ Flow

## 🧠 SKILLS

Automation Planning, Database Design, Wireframing, Product Vision, Sprint Planning, PRD, Product Discovery, Product Metrics, Collaboration, Data Analysis (SQL), GTM

## 🎓 EDUCATION

**VIT University, 2018,** *B.Tech, ECE*

**Narsee Monjee, 2023,** *MBA, Leadership and Marketing*

## 🏅 AWARDS

**National Debating Champion,** *Birla Group*

**Reporter of the Year,** *TTIS*