



# Kaustubh Bhat

Ed-tech Founder | Product Manager | MBA + B.Tech

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## EDUCATION

**Narsee Monjee**  
MBA, Leadership and Marketing

**VIT University**  
B.Tech, ECE

## SKILLS

Sprint Planning

Product Analytics

Organisational Roadmap

RDBMS and SQL

Python

## AWARDS

<b>Debater</b> National Level	<b>Dramatics</b> State Level
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<b>Basketball</b> State Level	<b>Writer</b> Reporter of the Year
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## INTERESTS

<b>Sports</b>	<b>Guitar</b>
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<b>Gaming</b>	<b>Travelling</b>
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## TOOLS

<b>n8n</b>	<b>Mixpanel</b>
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<b>Figma</b>	<b>Confluence</b>
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<b>Gemini AI Studio</b>	<b>Canva</b>
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## GOVERNMENT PROJECTS

**System for Advanced Locking and Ticketing (SALT)**  
Train ticketing

SALT ensures authentic seat occupancy, digital transparency and in-motion seat booking for trains.

Head of Product of a bootstrapped startup, with ARR \$400K, and a team of 34 people and a 14x user growth YoY

## WORK EXPERIENCE

### Sharpener Tech

(04/2023 - 06/2025)

Head of Product and Co-Founder

*I ran a bootstrapped, profitable ed-tech startup focussed on college students and graduates.*

- Achieved a Week-6 retention rate of 74%, the **highest in the industry**
- Handled Product and Design to create a learning platform with an **NPS of 71!**
- Led** a team of 34 people for an ARR \$400K (INR 3.2Cr)
- Achieved 14x **growth organically** to get 1 lakh students.
- Created an in-house AI Mock Interview and AI Tutor **reducing mentor engagement time by 76%**
- Automated Lead Funneling and Pre-Sales with n8n and Voice Agent APIs

<https://www.sharpener.tech>

### Titan, Directi - Funded by Wordpress

(09/2021 - 04/2023)

Product Manager

*Titan, gives an email platform, partnered with platforms like Hostinger, GoDaddy, and Wordpress. I was promoted here.*

- Worked on the launch of Titan Max, and increasing **premium upgrades by 15%.**
- Increased renewal of business email, Titan, by 67%.
- Increased a virality co-efficient by 35%

### Promoted

(01/2021 - 09/2021)

Assistant Product Manager

- Worked user research and positioning of B2C portfolio building product, Neo.

### 123 Stores

(09/2020 - 01/2021)

Product Manager

The SaaS platform to build and expand presence in portals such as Amazon and eBay. *I was promoted here.*

- 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**

### Promoted

(04/2019 - 09/2020)

Associate Product Manager

- Automated communication platform, improving team efficiency by 65%
- Setup customer notification system impacting 100,000 monthly orders

### Futures First

(08/2018 - 04/2019)

Market Analyst

- Designed data-driven trading algorithms using content from Reuters and Bloomberg on European interest rates to execute monthly transactions of \$10K.