Kaustubh Bhatter

Head of Product, Co - Founder

✉ bhatter.kaustubh@gmail.com 📞 8825510458 🔗 Portfolio Site ⊙ GitHub in LinkedIn

💼 WORK EXPERIENCE

Sharpener Tech, *Head of Product and Co-Founder* ⧉   04/2023 – 06/2025
Bootstrapped, Profitable Ed-Tech Startup.
- Built and scaled a profitable ed-tech platform for college students and graduates, growing to **100K+ users with 14x YoY growth**, entirely organically.
- Led a **34-member team**, driving product, design, and operations to reach **$400K ARR** (INR 3.2Cr).
- Created an **AI-powered grading tool** as a GTM to tap into schools and colleges.
- Drove product strategy and design, achieving **74% week-6 retention (industry-best)** and **NPS 71**.
- Created in-house **AI Mock Interview and AI Tutor**, reducing mentor engagement time by **76%**.
- Automated lead funneling and pre-sales via **n8n** and **AI voice agent APIs,** improving efficiency and conversion.

Titan, Directi - Funded by Wordpress

Product Manager   09/2021 – 04/2023
Email platform partnered with Hostinger, GoDaddy, and Wordpress.
- Worked on the launch of Titan Max, and **increasing premium upgrades by 15%.**
- Improved the NPS of business email, Titan, by 17%.
- Increased a **virality co-efficient by 35%** 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.

Futures First, *Market Analyst*   08/2018 – 04/2019
- Designed data-driven trading algorithms using content from Reuters and Bloomberg on European interest rates to execute monthly transactions of $10K.

🧠 SKILLS

Product Discovery **Prioritisation**

Sprint Planning **Analytics** **Python**

Organisational Roadmap **RDBMS and SQL**

📁 PROJECTS

SALT: System for Advanced Locking and Ticketing
SALT ensures authentic seat occupancy, digital transparency and in-motion seat booking for trains.

⚔ TOOLS

MixPanel | Amplitude • JIRA | Linear • Figma • n8n • Metabase • Growthbook

🎓 EDUCATION

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

MBA, Leadership and Marketing,
Narsee Monjee, 2023

🏅 AWARDS

National Debating Champion, *Birla Group*

Reporter of the Year, *TTIS - The Telegrah in Schools*