



Kaustubh Bhattar

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

✉ bhattar.kaustubh@gmail.com

☎ 8825510458

in i-kaustubh

EDUCATION

Narsee Monjee

MBA, Leadership and Marketing

VIT University

B.Tech, ECE

SKILLS

Sprint Planning

Product Analytics

Organisational Roadmap

RDBMS and SQL

Python

AWARDS

Debater National Level	Dramatics State Level
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Basketball State Level	Writer Reporter of the Year
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INTERESTS

Sports	Guitar
Gaming	Travelling

TOOLS

n8n	Mixpanel
Figma	Confluence
Gemini AI Studio	Canva

Founder of a bootstrapped startup, with ARR \$500K, and a team of 34 people. A 14x user growth YoY

WORK EXPERIENCE

Sharpener Tech

(01/2023 - 06/2025)

Founder and CEO

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

- Led a team of 34 people
- Scaled to an **ARR \$500K (INR 4Cr)**
- Achieved **14x growth organically** with Rs. 0 CAC in 8 months to get 1 lakh students.
- Handled Product and Design to create a learning platform with an **NPS of 73!**
- Created an in-house AI Mock Interview and AI Resume Optimizer
- Automated Lead Funneling and Pre-Sales with n8n and Voice Agent APIs

🔗 <https://www.sharpener.tech>

Titan, Directi - Funded by Wordpress

(01/2021 - 04/2023)

Product Manager

Titan is an email, designed focusing on partnerships with world's biggest hosting providers such as Hostinger, GoDaddy, Wordpress and Hostgator.

- 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%

123 Stores

(08/2019 - 01/2021)

Associate Product Manager

- Created an improved, automated buyer-seller communication platform, leading to a decrease in working time by **65%** and a **40%** increase in positive feedback.
- Created a customer and Brand Partner **notifications system** for returns

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 quarterly transactions of \$20K.

GOVERNMENT PROJECTS

System for Advanced Locking and Ticketing (SALT)

Train ticketing

SALT ensures authentic seat occupancy, digital transparency and in-motion seat booking and monitoring utilising IoT based seat locking and Android app visibility.