

Kaustubh Bhattar

Head of Product, Co - Founder

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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).
- 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%**.
- Increased renewal of business email, Titan, by **67%**.
- Increased a **virality co-efficient by 35%**.

Assistant Product Manager

01/2021 – 09/2021

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

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 Telegraph in Schools