

Kaustubh Bhat

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

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 8825510458

 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
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Gaming	Travelling
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TOOLS

n8n	Mixpanel
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Figma	Confluence
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Gemini AI Studio	Canva
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Founder of a bootstrapped startup, with ARR \$500K, and a team of 34 people. 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 is an email, designed focusing on partnerships with world's biggest hosting providers such as Hostinger, GoDaddy, Wordpress and Hostgator. 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%

Titan, Directi - Funded by Wordpress

(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 works as an aggregator to build and expand presence in multiple ecommerce 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**

123 Stores

(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.

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.