

# Khelan Modi

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## Work Experience

**Product Manager 2 (Founding PM)** | Microsoft (Azure DocumentDB), Redmond, WA

August 2022 - Present

### **Workload Optimization & Performance Intelligence (GenAI)**

- Scaled vector search for Azure's [MongoDB-compatible](#) product from **1M to XXXM monthly requests** by defining and executing a customer-driven strategy from [Public Preview to GA](#), focused on GenAI adoption, enterprise onboarding and competitive differentiation.
- Improved query performance by 40% by analyzing workload telemetry, identifying execution bottlenecks, and prioritizing optimization features for enterprise-scale datasets.
- Conducted competitive benchmarking across database workloads (MongoDB and others), validating up to [11x higher throughput and 14x lower latency](#) under comparable performance conditions.
- Launched a new search workload revenue stream by leading an internal, OSS-based advanced full-text search build; prioritized features using the RICE framework, generating **~\$75K/month** in preview with strong GA growth potential.
- Led development of an AI-powered workload optimization tool that analyzed query patterns to recommend optimal indexing strategies, reducing performance-related support tickets by 40% and improving customer retention.

### **Developer Tooling (VS Code and Azure Portal)**

- Spearheaded the **0 to 1 development** and launch of the 'DocumentDB for VS Code' extension, achieving rapid adoption with over **5,000 DAU**. Drove product definition through 50+ user interviews and feedback analysis, directly influencing initial features while tracking activation and retention as core product health metrics.
- Delivered a centralized dashboard that enabled customers to activate 10+ public preview features with one click, increasing feature adoption and reducing onboarding friction for enterprise users.
- Reduced new PM ramp-up time via 1:1 mentorship, simultaneously improving strategic team alignment.

### **Go-to-Market (GTM)**

- Owned end-to-end go-to-market strategy for database optimization and GenAI features, including positioning, pricing input, launch planning, and customer enablement.
- Served as a key product evangelist, delivering technical deep dives at 15+ major industry conferences (e.g., [FabCon 2024](#), [AI Tour](#), [Build 2025](#)), various [YouTube channels](#) (10K+ views), and customer calls to drive product adoption.
- Achieved an 18% increase in user traffic and organic growth on our technical documentation by publishing new SEO content, including [Product Quantization with DiskANN](#) that boosted vector search volume by 10%.

**Software Engineer** | Walmart eCommerce, Bentonville, AR

June 2021 - August 2021

- Collaborated with PMs to overhaul the pricing display system by developing a React.JS app that enabled single-click label updates and adaptive pricing based on real-time inventory.

## Leadership Experience

**Co-Founder** | Mental Tabs

2025 - Present

- Co-founded an AI-powered productivity tool that eliminates context switching by capturing thoughts from WhatsApp, Slack, and Email and organizing them into Notion—validated product-market fit with 50 early users.
- Owned product strategy from 0 to 1; conducted user research to understand real-world workflows, translated requirements into intuitive features, and coded alongside engineers to deliver a simple, friction-free experience.

## Education

### **Georgia Institute of Technology**

Master of Science in Computer Science (Human-Computer Interaction & Artificial Intelligence)

Bachelor of Science in Computer Science | Minor in Economics

## Skills

SQL, Data Warehousing, Query Optimization, GenAI, Database Systems, MongoDB, PostgreSQL, Go-to-Market Strategy