Khelan Modi

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Work Experience

Product Manager 2 (Founding PM) | *Microsoft (Azure DocumentDB),* Redmond, WA   **August 2022 - Present**
Promoted within 11 months after driving significant GenAI product growth and multi-million-dollar ARR impact.

Gen-AI for Databases

● **Scaled vector search** for Azure's new MongoDB-compatible product from **1M to 103.4M monthly requests** by defining and executing a customer-driven strategy from Public Preview to GA, focused on GenAI workload adoption, enterprise onboarding, and differentiation from competitors.

● Leveraged custom telemetry insights and customer feedback to prioritize and deliver critical features, reducing data retrieval latency by 40% and enabling enterprise customers to scale to billion-vector workloads.

● Benchmarked DocumentDB's vector search against leading competitors (MongoDB), achieving 11x higher RPS and 14x lower latency in comparable workloads. Positioned DocumentDB as the vector search category leader.

● 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.

● **Built the first LLM-based Index Advisor**, differentiating DocumentDB from competitors by recommending optimal indexes, addressing 40% of support tickets, and boosting customer retention through reliability and efficiency.

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 feature sets including data migration, data visualization, and LLM-based Index Advisor.

● 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 via 1:1 whiteboarding mentorship, simultaneously improving strategic team alignment.

Go-to-Market (GTM)

● Owned end-to-end GTM strategy and product launch for all AI and developer features. 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 hundreds of 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 an app that enabled single-click label updates and adaptive pricing based on real-time inventory, streamlining operations and improving data accuracy.

Leadership Experience

CPO & Co-Founder | *AgroGate,* India   **2021 - 2023**
● Founded an agritech startup helping small millet farmers boost their revenue by streamlining the supply chain.
● Evaluated build vs partner decisions across logistics, pricing, and distribution, balancing speed, control, and margin.
● Designed a supply-chain optimization and incentive framework that reduced intermediaries from 13 to 5, improved adoption by ~20% among traditionally underserved communities, and increased client revenues by ~48%.

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

Python, Node.js, MCP, Vector indexes, Vector search, MongoDB, PostgreSQL, Quantization, GenAI