

# ROHINI PANDHI

📞 734-883-7451 • ✉ rohinipandhi@gmail.com • 🌐 rohinipandhi.com

## SUMMARY

---

Customer-centric product leader with a passion for building intuitive and innovative technology. Experience in creating products ranging from payments software to auto insurance to cloud infrastructure and APIs. Developing product discipline through professional speaking engagements, contributing to podcasts, and writing blogs on best practices and lessons learned. Mentoring and advising product managers on developing strategic plans and visions, conducting customer research, creating quantitative and financial analyses, designing effective user experiences, defining go-to-market plans, and fostering team collaboration towards audacious goals.

## EXPERIENCE

---

### Square, Inc.

*Product Lead*

San Francisco, CA

Mar 2016 – Current

- PM lead for Square Invoices, directing cross-functional team of front- and back-end developers, designers, data analysts, and marketing, support, legal, and sales teams
- Building strategic vision, setting quarterly goals and KPIs, prioritizing and communicating roadmaps, and ensuring successful execution of go-to-market plans for all product initiatives
- Leading product growth by 120% in adjusted revenue and 60% in active users through international launches, business acquisitions, and new cross-team products and feature enhancements
- Establishing product development processes for growing team of PMs and other organizational partners

### PubNub Inc.

*Senior Product Manager*

San Francisco, CA

Apr 2014 – Mar 2016

- Managed strategic plans, roadmaps, feature designs, development, and launches for all products
- Engaged with customers regularly through qualitative user interviews and quantitative data analyses
- Developed engineering requirements, customer API documentation, and sales and marketing training materials
- Modeled financial forecasts and experimented on pricing structure for entire product line
- Assisted executive team with pitch decks, investor updates, and board presentations

### Rackspace Inc.

*Senior Product Manager*

San Francisco, CA

Jan 2013 – Apr 2014

- Launched new product offering, Cloud Intelligence, an analytics and visualization platform to help customers spot trends, anomalies, and patterns in their cloud deployments using core data science techniques

### Nodeable, Inc. (acquired by Appcelerator)

*Product and Marketing Manager*

San Francisco, CA

Nov 2011 – Nov 2012

- Created in-depth business plans outlining key product value propositions, competitive analyses, market research, financial forecasts, and technical development milestones

### The Hartford Innovation and Venture Capital Division

*New Technologies Product Manager*

Hartford, CT

Jul 2010 – Sep 2011

- Conducted opportunity analyses for nascent electric vehicle industry, worked with EV partners to create several insurance product and service concepts, and co-inventor of related patent filings (USPTO application 13/440,099)

## EDUCATION

---

### The University of Chicago Booth School of Business

*M.B.A. in Entrepreneurship and Finance*

Chicago, IL

Sep 2008 – Jun 2010

- New Venture Challenge business plan competition runner-up for Sataya, an Indian quick-service restaurant
- Entrepreneur's Choice Award in the Venture Capital Investment Competition
- Dean's List; Booth Ambassador Award; Polsky Center Entrepreneurial Internship Program Fellow

### University of Michigan

*B.S. in Computer Engineering, Cum Laude*

Ann Arbor, MI

Sep 2000 – Apr 2004

- Dean's List; University Honors; Minority and Female Scholarship in Engineering

## ADDITIONAL INFORMATION

---

- Co-founded Transparent Collective, a nonprofit helping underrepresented entrepreneurs gain access to Silicon Valley mentors, investors, and educational resources
- Active angel investor and advisor to startups in U.S., Canada, and India; accepted into First Round's Angel Track Fall 2018 cohort
- Presenter at Product Collective's global conferences, Product Tank, Product School, and podcasts (Intercom, Product Love)