Head of Acquisitions and Operations, NYC - 1. Revenue Growth from new property acquisition ( So we will need to look into the neighborhoods in which aquiring a property will lead to revenue growth ) 2. Availability ( part of property operations ) - Make sure that exisiting and/or newly acquired properties have availability to host guests so that revenue is generated constantly. 3. Host retention ( Similar to customer retention ) - Based on the number of reviews and the number of listing a hosts has can give an idea which hosts are satisfied with the platform and probably will add more listings. 4. Cost Management - Check out the pricing of the properties on a per night basis and then we can see which properties are the ones which can generate maximum revenue for the company. Now a Head of acq and opr would have an idea of how much the company is spending to aquire new and operate new and existing properties and he will get an idea how much revenue can the company make if they in

Head of User Experience - 1. Customer Satisfaction - To check the properties with most reviews and to check the monthly review rate to know the customer interest. 2. Customer Engagement - Platform reviews and help in onboarding. 3. Property Traction - making sure that the experience in existing properties is optimized in certain neighbourhoods and cities.