

# Varun Sridhar

New York City, NY

## Experience

---

### Head of Product

March 2022 – Present

#### Gynger Inc.

New York City, NY

- **Product Leadership:** Employee #3, owning the end-to-end product strategy and execution for an AI-powered financing and payments platform.
- **Embedded Financing:** Deployed a financing platform with a proprietary automated underwriting engine that has facilitated 9-figure loan originations since its early 2023 launch.
- **Revenue Automation:** Delivered a mid-2024 expansion into full-scale revenue and payments automation, enabling tech vendors to advance revenue by offering flexible payment options to their customers.
- **Platform & Growth:** Unified various financial workflows—AP, AR, CRM and ERP syncs—into an integrated platform, driving multi-X topline growth and nearing 8-figures in ARR.

### Vice President and Lead PM, Global Banking Technology

January 2021 – March 2022

#### Morgan Stanley

New York City, NY

- Led product development for Tailored Lending platform, driving 26% CAGR and supporting high 9-figures in yearly revenue.
- Delivered Fed-mandated Alternative Reference Rates across the multi-billion dollar loan book by leading a cross-functional and multi-platform/team initiative.

### Product Manager, Global Banking Technology

August 2015 – December 2020

#### Morgan Stanley

New York City, NY ; Montreal, QC

- Increased revenue \$5M+ annually by launching a multi-collateral loan product.
- Delivered a reduction of 60% in loan booking time via servicing workflow automation and API integrations.
- Drove 40% YoY loan volume growth by deploying new loan origination system.

### Technology and Data Summer Intern, Business Analyst

June 2014 – August 2014

#### Morgan Stanley

New York City, NY

- Wrote a PRD for a Wealth Management application that was to be used by 16000+ Financial Advisors.

## Skills and Expertise

---

**Product Leadership:** Strategy, Roadmap planning, Stakeholder management, Product launches, Branding

**Technical Skills:** Python, SQL, GraphQL, API tools, Figma, Retool, JIRA, Prompt engineering, AI tooling

## Education

---

### University of Pennsylvania

August 2013 – May 2015

#### Masters in Systems Engineering, GPA: 3.94/4.0

### The Wharton School, University of Pennsylvania

September 2014 – January 2015

#### Research Assistant

- Built machine learning models to predict TV show viewership trends using scraped social network data.

### Netaji Subhas Institute of Technology, University of Delhi

August 2009 – June 2013

#### B.E. in Electronics and Communication Engineering, First Division with Distinction

### Carnegie Mellon University

June 2012 – August 2012

#### Summer Research Intern, Electrical and Computer Engineering

- Developed a feature extraction algorithm achieving 96% classification accuracy on low-resolution images.