

# Varun Sridhar

New York City, NY



## Experience

<b>Head of Product</b> Gynger Inc.	March 2022 – Present New York City, NY
<ul style="list-style-type: none"><li>• <b>Product Leadership:</b> Employee #3, owning the end-to-end product strategy and execution for an AI-powered financing and payments platform.</li><li>• <b>Embedded Financing:</b> Deployed a financing platform with a proprietary automated underwriting engine that has facilitated 9-figure loan originations since its early 2023 launch.</li><li>• <b>Revenue Automation:</b> 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.</li><li>• <b>Platform &amp; Growth:</b> 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.</li></ul>	
<b>Vice President and Lead PM, Banking Tech</b> Morgan Stanley	2021 – 2022 New York City, NY
<ul style="list-style-type: none"><li>• Led product development for Tailored Lending platform, driving 26% CAGR and supporting high 9-figures in yearly revenue.</li><li>• Delivered Fed-mandated Alternative Reference Rates across the multi-billion dollar loan book by leading a cross-functional and multi-platform/team initiative.</li></ul>	
<b>Product Manager, Banking Tech</b> Morgan Stanley	2015 – 2020 New York City, NY ; Montreal, QC
<ul style="list-style-type: none"><li>• Increased revenue \$5M+ annually by launching a multi-collateral loan product.</li><li>• Delivered a reduction of 60% in loan booking time via servicing workflow automation and API integrations.</li><li>• Drove 40% YoY loan volume growth by deploying new loan origination system.</li></ul>	
<b>Tech and Data Business Analyst, Intern</b> Morgan Stanley	Summer 2014 New York City, NY
<ul style="list-style-type: none"><li>• Wrote a PRD for a Wealth Management application that was to be used by 16000+ Financial Advisors.</li></ul>	

## 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

<b>University of Pennsylvania</b> Masters in Systems Engineering, GPA: 3.94/4.0	2013 – 2015
<b>The Wharton School, University of Pennsylvania</b> Research Assistant	Fall 2014
<ul style="list-style-type: none"><li>• Built machine learning models to predict TV show viewership trends using scraped social network data.</li></ul>	
<b>Netaji Subhas Institute of Technology, University of Delhi</b> B.E. in Electronics and Communication Engineering, First Division with Distinction	2009 – 2013
<b>Carnegie Mellon University</b> Summer Research Intern, Electrical and Computer Engineering	Summer 2012
<ul style="list-style-type: none"><li>• Developed a feature extraction algorithm achieving 96% classification accuracy on low-resolution images.</li></ul>	