

Varun Sridhar

New York City, NY



Experience

Head of Product Gynger Inc.	March 2022 – Present New York City, NY
<ul style="list-style-type: none">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, Banking Tech Morgan Stanley	2021 – 2022 New York City, NY
<ul style="list-style-type: none">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, Banking Tech Morgan Stanley	2015 – 2020 New York City, NY ; Montreal, QC
<ul style="list-style-type: none">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.	
Tech and Data Business Analyst, Intern Morgan Stanley	Summer 2014 New York City, NY
<ul style="list-style-type: none">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 Masters in Systems Engineering, GPA: 3.94/4.0	2013 – 2015
The Wharton School, University of Pennsylvania Research Assistant <ul style="list-style-type: none">Built machine learning models to predict TV show viewership trends using scraped social network data.	Fall 2014
Netaji Subhas Institute of Technology, University of Delhi B.E. in Electronics and Communication Engineering, First Division with Distinction	2009 – 2013
Carnegie Mellon University Summer Research Intern, Electrical and Computer Engineering <ul style="list-style-type: none">Developed a feature extraction algorithm achieving 96% classification accuracy on low-resolution images.	Summer 2012