

# Varun Sridhar

New York City, NY

## Experience

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**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—payables, receivables, integrations with CRM and accounting—into a unified 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 31% CAGR with over \$100M 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

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**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

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**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.