

Akshat Agrawal

akshat.ag77@gmail.com | (408)-597-7474 | <https://akshat.vercel.app/>

Objective I am a seasoned Product Manager looking for an entrepreneurial role that combines building an excellent product *and* building a business unit within a company with a fast-paced, majority-in-person work culture.

Education

2022 - 2024 **Harvard Business School** *Cambridge, MA*
MBA. Unusual Ventures Founder Fellowship, Rock Entrepreneurs Fellowship.

2014-2018 **University of Pennsylvania** *Philadelphia, PA*
BS Computer Science & BS Economics - Jerome Fisher M&T Program. Summa Cum Laude.
CIS 160 TA and Recitation Leader, Penn Masti Dance Team.

Experience

2020-2022 **Skyflow | Senior Product Manager** *San Francisco, CA*

Our flagship product, the Data Vault, transforms how businesses handle PII, financial, & health data for use cases ranging from payments to LLMs. I was one of the first hires and owned the API and SaaS product surfaces.

- Spearheaded bottom-up growth strategy which encompassed 3 initiatives: improve trialability, expedite time to value, and enhance developer experience.
- Improved trialability by launching Skyflow Free Trials, a self-serve version of our product, thinking through usage limits, onboarding flows, product analytics, etc. Customer touches to trial: 3 → 1.
- Expedited time to value by launching features that targeted workflow bottlenecks such as configuring vault schemas, generating test API keys, etc. Time to successful API call: 2 hrs → 10 mins.
- Enhanced DevEx by launching [docs site](#) with features such as quickstart guides, demos, sample apps, Postman Collections, and SDKs. Substantial DSAT increase amongst trial customers.
- Actively shaped sales cycle from discovery, to POC, to customer success for several early customers.
- Presented at conferences and webinars. Ex: [FinTech Conference Pres](#), [HealthTech Webinar](#)
- Recruited and managed one FTE.

2017-2020 **Google | Product Manager** *San Francisco, CA*

Led onboarding and growth initiatives for Android Messages (RCS) and infrastructure projects for Google Stadia. Google APM alumnus.

- Improved RCS opt-in rates on Messages by ~50% by launching and A/B testing onboarding flows.
- Improved RCS messaging reliability by ~80% through rigorous product analytics and bug fixes.
- **Received Google Quality Award (selected out of ~25K FTEs) in Q2 2019.**
- Led cross departmental team to develop strategy and design for Stadia's second gen gaming servers, culminating in successful GM-level review and funding for ~\$100MM hardware program.

Skills

- + Product builder with high technical aptitude and keen design sense. Latest side project: [Zenn AI](#).
- + Analytical decision maker who loves data. Proficient with SQL, Python, Mixpanel, Snowflake, etc.
- + Business minded thinker who can bridge product and GTM teams and speak both languages.
- + Excellent written and verbal communicator with clarity of thought. Ex: writing on [Medium](#).
- + Team builder who loves developing and mentoring others. Ex: [PM Coaching Site](#).

References Anshu Sharma (CEO, Skyflow) || Amruta Moktali (CPO, Skyflow) || Drew Rowny (GPM, Google)