Varun Krishnamurthy

Senior Product Manager

varun.krishnamurthy@example.com +91 97XXX XXX50 Bengaluru, Karnataka
linkedin.com/in/varun-krishnamurthy-example

PERSONAL STATEMENT

Product manager with 8 years of experience, including 5 in product management, building consumer fintech and B2B SaaS products. Owns roadmaps, discovery and launches across mobile and web, works closely with engineering, design and business teams, and has grown key metrics such as activation, retention and revenue.

WORK EXPERIENCE

Senior Product Manager · Nandi Paytech Pvt Ltd, Bengaluru — May 2023 – Present

- Own the UPI and bill-payments product for an app with 1.2 crore registered users, leading a cross-functional team of 14 engineers and 2 designers.
- Redesigned UPI onboarding after 40 user interviews and funnel analysis, raising first-transaction activation from 41% to 58%.
- Launched autopay mandates for recurring bills, which now drive 22% of monthly bill-payment volume.
- Run quarterly OKR planning with business, risk and compliance teams and maintain the roadmap in Jira and Productboard.

Product Manager · Kaveri SaaS Labs, Bengaluru — Apr 2021 – Apr 2023

- Managed the reporting and invoicing modules of a B2B accounting SaaS used by 9,000 small businesses.
- Shipped GST-ready e-invoicing and a reconciliation dashboard, helping lift net revenue retention from 98% to 109%.
- Ran 25+ A/B tests on pricing pages and in-app prompts, improving trial-to-paid conversion by 3.4 percentage points.

Software Engineer · Malleshwaram Software Services, Bengaluru — Jul 2018 – Mar 2021

- Developed Java and React features for a retail ERP and moved into a product analyst role for the last year.
- Wrote PRDs and user stories for the inventory module and coordinated UAT with 5 retail clients.

EDUCATION

MBA in Marketing and Strategy · Cauvery School of Management, Bengaluru — 2016 – 2018
Grade: 3.4 GPA (out of 4)

B.E. in Computer Science and Engineering · Vellore Valley College of Engineering, Vellore — 2012 – 2016
Grade: 8.2 CGPA

SKILLS

Product strategy and roadmaps · User research · PRDs and user stories · SQL · Mixpanel / Amplitude · A/B testing · Jira and Productboard · Figma

CORE SKILLS

- Prioritisation
- Stakeholder management
- Data-driven decisions
- Go-to-market planning
- Team leadership

CERTIFICATIONS

Certified Scrum Product Owner (CSPO) · Scrum Alliance — Sep 2021

LANGUAGES

English · Fluent · Tamil · Native · Kannada · Fluent · Hindi · Professional

MakePerfectResume - Free