

Shreyash Krishna

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PROFESSIONAL SUMMARY

Product Manager with 5 years of experience in enabling enterprise-scale Commerce and Marketplace platforms. Delivered \$1B+ revenue impact through cross-functional alignment and improved customer and developer experiences

EXPERIENCE

Product Manager Atlassian Marketplace (Remote),

Gurgaon · 2023–Present

- Owned product roadmap and prioritization for a marketplace platform supporting [100+ cloud apps](#) for FedRAMP customers, balancing compliance, developer needs to drive **\$40M in cloud revenue**
- Increased developer revenue by \$3.6M ARR by launching **consumption-based monthly billing model** for SMB customers
- Drove iterative enhancements to 42 developer APIs supporting cloud apps by synthesizing insights from webinars, booth sessions, and 20+ partner interviews—strengthening developer trust and driving 15% YoY growth in new app publishes
- Automated manual fake review workflows by launching a detection API to help reduce operational overhead by 50 hours monthly while improving marketplace integrity for 3000+ developers

Commerce Billing platform

- Led the development of a microservices-based platform generating 36K+ annual customer quotes, driving \$1B in revenue and improving **quote-to-order conversion by 8%**
- Redesigned channel partner incentives** for net new deals to plug \$8M annual revenue leakage
- Conceptualized and built quoting journeys for free plan users, **removing 30 day trial friction** to unlock \$1.2M revenue opportunity
- Resolved 100+ advocate production queries to **maintain 97% SLA** and smooth service adoption

Product Manager IIFL Finance,

Mumbai · 2018–2020

Customer Loans app

- Doubled [iOS rating](#) from 2.2 to 4.4 and Play Store rating from 3.7 to 4.1 through 15+ releases driven by customer feedback; reached Top-10 Finance app ranking on App Store
- Scaled MAU by **84%** (90K to 166K) in 6 months by digitizing loan journeys and building a 6-step application flow generating **20K** monthly leads.
- Achieved 99% crash-free sessions** via bug fixes from 3K console reviews and Firebase data
- Engaged 600K users** through regional language digital notifications to boost brand affinity
- Implemented RBI-compliant COVID moratorium system, processing **600K+ loan modifications**

Money Collection App

- Launched in-house collections app to digitize **600K processes** to collect ₹9 crore monthly revenue
- Drove 100% digital collections** by integrating chatbot to resolve payment queries for 500+ officers

EDUCATION

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|------------------------------|-------------------|-----------|-----------------------------|
| MBA | IIM Lucknow | 2021-2023 | Awarded Best Academic Group |
| PG Diploma, Computer Science | Ashoka University | 2017-2018 | Awarded Cum Laude Honors |
| B.Sc. Computer Science | Ashoka University | 2014-2017 | Awarded 2x Dean's List |