



Akash Sharma

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Summary

Product manager with around four years of experience scaling B2C products across used car retail, edtech, consumer internet, and insurance, backed by an engineering foundation of over two years developing software. Strong in product strategy, growth experimentation, and AI-driven product development, with a consistent record of shipping measurable business outcomes.

Professional Experience

Product Manager | Spinny | Gurugram

- Launched the Inspection Report service as a new revenue stream, generating ₹2 crore in recurring annual revenue
- Built an AI-powered audit system processing ~2,700 inspections daily, cutting manual review effort by 80% and enabling the team to scale without headcount addition
- Built a standardised diagnostic workflow for complex vehicle issues, reducing cumulative refurb hold TAT by 1,150 days per month and cutting warranty-related MIL cases by 32%
- Spearheaded a product initiative targeting ~₹10L/month in catalytic-converter theft losses via lock-tracking, evidence capture, and compliance workflows within the vehicle delivery journey
- Led development of an automated tunnel-based vehicle inspection system, reducing inspection TAT by 15% through standardised image capture and AI-driven damage detection
- Built an OCR-powered inspection platform covering 11 mandatory panels, replacing manual gauge-reading with automated defect detection, improving accuracy by 8% and cutting missed defects by 10%
- Built a dynamic inspection platform that replaced generic checklists with vehicle-specific ones driven by 15 contextual attributes, reducing irrelevant items by 8% and cutting TAT by 5%

Associate Product Manager 2 | Interview Kickstart | Remote

- Developed an internal Sales CoPilot tool for large-scale call audit and coaching, driving a 6% increase in conversions and ~80% manual audit effort savings
- Drove a 12% improvement in landing-to-registration conversion by resolving mobile UX friction across high-traffic pages (sticky CTAs, simplified forms, exit-intent pop-ups, page speed)
- Launched instructor-led masterclasses as a low-CAC acquisition channel, achieving 4x ROAS and reducing cost per lead by 90% vs. existing paid channels
- Led end-to-end integration of Climb Credit as a BNPL replacement after losing Affirm, shipping in 3 weeks against a 4-week deadline and recovering ~8% of U.S. revenue (~\$600K in Q1 2025), offsetting a projected 10% revenue decline
- Launched a post-registration instant-callback feature, cutting time-to-first-contact and improving connect rate by 25%
- Built a personalised one-click registration experience for existing CRM leads, lifting email campaign registration conversion by ~20% without additional marketing spend
- Drove Webflow-to-WordPress migration, empowering non-technical teams to independently manage content and reducing landing page delivery time by ~30%
- Built and deployed WhatsApp registration flows, driving 5% uplift in registrations through conversational UX

Associate Product Manager | Astroyogi | Gurugram

- Developed a configurable cashback engine for wallet recharges, increasing repeat transactions by 6%, reactivating 4% of dormant users, and lifting trial-to-paid conversion from ~6% to ~7.5%
- Built an in-app ratings system with contextual nudges across Android and iOS, raising Play Store rating 4.2→4.4 and App Store 4.5→4.6, generating 10K+ five-star reviews within 6 weeks
- Automated astrologer live-show scheduling, cutting operational workload by 50%, increasing monthly show volume by 30%
- Revamped homepage and key website sections (UX, design, page architecture, CMS/content templates with the SEO team), driving 12% growth in organic traffic
- Built an internal horoscope-content CMS, cutting average publishing time ~80% and removing engineering dependency
- Launched swipe-based navigation for live shows, lifting unique viewers per show 20% and average watch time ~15%
- Introduced anonymous ratings and reviews, increasing monthly submission volume by ~8%

Associate Product Manager | Renewbuy | Gurugram

- Drove the integration with Credilio to extend RenewBuy's partner network into credit-card distribution, opening a new non-insurance revenue stream

- Automated end-to-end lead capture and distribution by integrating LeadSquared, cutting response time by 35% and eliminating manual handoffs
- Conceptualised and prototyped a B2C insurance wallet app from scratch, centralising policy tracking and renewals

Senior Software Engineer | Accolite (now Bounteous) | Bengaluru

- Led end-to-end development of PruGroupLife group insurance product, driving 30,000+ policy sales in Year 1 of launch
- Developed REST APIs, backend features, and BPMN process flows for Prudential's mobile app across Myanmar, Laos, Cambodia, and Hong Kong, supporting 200,000+ annual policy transactions
- Established a repeatable data migration framework, reducing downstream policy-servicing bug resolution time by 40%
- Launched 20+ insurance products across Southeast Asian markets - Myanmar, Laos, Cambodia, and Hong KongTried and resolved 300+ customer-reported issues, maintaining rapid response SLAs while continuously feeding findings into sprint backlog prioritisation

Software Engineer | Accolite (now Bounteous) | Bengaluru

- Standardised policy document design and development workflow, cutting average turnaround time by 25%
- Built an automated post-deployment sanity test suite, cutting QA time by 50% and enabling faster release cycles

Education

B.Tech (Information Technology) - Manipal Institute of Technology, Manipal | India

Accomplishments and Awards

- Zonal Winner - Unified Cyber Olympiad (2012)
- Junior Diploma in Keyboard with Distinction – Bangiya Sangeet Parishad, 2009
- Senior Diploma in painting with Distinction – Surnandan Bharti, 2009
- NCC ‘A’ certificate – National Cadet Corps, Ministry of Defence, 2013
- Codebards Honour Club - Awarded for Outstanding Performance in March and April 2025 at Interview Kickstart
- Best Performer in Q3’25 in the inspections team at Spinny
- Finished Tuffman Gurugram Half Marathon in March 2026

License & Certifications

Career Accelerator Programme in Product Management, Upraised
Excel Skills for Business: Advanced, Macquarie University
Pre-MBA Statistics, IIM Ahmedabad

Co/Extra-curricular

- Quizzing - Won multiple quiz competitions at the school and college level; 2nd place at MIT Litstock quiz, represented college and school at national level quizzes like The Hindu Young World Quiz and All India Inter-DPS Quiz
- Finance Coordinator, Revels '18 - Managed collections and introduced digital payments
- International Immersion Programme (IIP) Coordinator for PGPX at IIM Ahmedabad
- Volunteered with Teach For India to teach mathematics to underprivileged school students during the COVID-19 lockdown.
- Toastmasters International Member - Completed Level 1 of Presentation Mastery Path, Division P, District 41 (2021)