



Akash Sharma

E-Mail: x26akashs@iima.ac.in Mobile: +91-7760707354 LinkedIn: linkedin.com/in/akash-sharma-1502

Summary

Product Manager with 6.3 years of experience and a software engineering background, building products from 0-to-1 through scale. Skilled in product strategy, growth experimentation, AI-powered solutions, and cross-functional leadership. Adept at navigating ambiguity, managing stakeholders, and translating complex problems into measurable business impact.

Professional Experience

Product Manager | Spinny | Gurugram

- Owned product strategy and roadmap for the Inspection vertical, leading a 10-member cross-functional pod spanning engineering, QA, TPM, data, and design.
- Defined the GTM strategy and launched the Inspection Report service as a new revenue stream, generating an additional ₹2 crore in annual recurring revenue.
- Built an AI-powered audit system processing ~2,700 inspections daily, cutting manual review effort by 80%
- Designed 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%
- Led development of an automated tunnel-based vehicle inspection system, reducing inspection TAT by 15% through standardised image capture and AI-driven damage detection
- Developed 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%

Associate Product Manager 2 | Interview Kickstart | Remote

- Spearheaded 0-to-1 development of 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% uplift in landing-to-registration conversion through UX improvements and A/B testing across high-traffic pages
- Launched instructor-led masterclasses, achieving 4X ROAS and a 90% lower cost per lead than paid channels.
- Led Climb Credit integration as a BNPL replacement for Affirm, recovering ~\$600K (~8%) of U.S. revenue in Q1 2025.
- Introduced a post-registration instant-callback feature, improving early-funnel activation and connect rate by 25%
- Owned stakeholder alignment across marketing, sales, operations, and design to lead the Webflow-to-WordPress migration, cutting landing page delivery time by ~30%.
- Created and deployed WhatsApp registration flows, driving a 5% uplift in registrations through conversational UX

Associate Product Manager | Astroyogi | Gurugram

- Developed a configurable cashback engine for wallet recharges to drive retention and reactivation, increasing repeat transactions by 6%, reactivating 4% of dormant users, and lifting trial-to-paid conversion to ~7.5%.
- Devised an in-app ratings system with contextual engagement nudges, raising Play Store rating by 0.2 points and App Store rating by 0.1 points, generating 10K+ 5-star reviews within 6 weeks.
- Automated astrologer live-show scheduling, cutting operational workload by 50%, increasing monthly show volume by 30%
- Revamped the homepage and key website sections and built an internal horoscope-content CMS, driving 12% growth in organic traffic while cutting publishing time by ~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

- Integrated Credilio to extend the partner network into credit-card distribution, opening a new non-insurance revenue stream.
- Automated lead capture and distribution via LeadSquared, cutting response time by 35% and eliminating manual handoffs.

Senior Software Engineer | Accolite (now Bounteous) | Bengaluru

- Led 0-to-1 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 four Southeast Asian markets. Triaged and resolved 300+ customer-reported issues, maintaining rapid response SLAs while 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

- 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
- Senior Diploma in painting and Junior Diploma in Keyboard with Distinction
- NCC 'A' certificate - National Cadet Corps, Ministry of Defence, 2013
- Zonal Winner - Unified Cyber Olympiad (2012)

License & Certifications

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

Co/Extra-curricular

- International Immersion Programme (IIP) Coordinator for ESADE at IIM Ahmedabad
- Quizzing - 1st position, PM Infinity Quiz and 2nd position, Scholarship Committee Quiz at IIM Ahmedabad. Represented school and college at national-level quizzes, including The Hindu Young World Quiz and All India Inter-DPS Quiz.
- Finance Coordinator, Revels '18 - Managed collections and introduced digital payments
- 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)