



Akshay Srivastava

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Summary

Product Manager with 5+ years of experience driving revenue growth and AI-powered innovation across data and analytics platforms. Proven ability to lead cross-functional teams, translate ambiguous business problems into high-impact product solutions, and deliver measurable outcomes across product engagement, growth, and retention.

Professional Experience

Product Manager – Data Products PriceLabs Revenue Solutions Pvt. Ltd. Bangalore, India	Jul 2024 - Mar 2026
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- Managed ownership of a portfolio of 5 B2B SaaS data products, driving pricing analytics for global short-term rental markets.
- Spearheaded product strategy and execution, delivering a 55% YoY ARR increase (from ~\$1.2M to ~\$1.9M) through new product launches, pricing optimisation, and improved retention.
- Launched “Owner Analytics” and “Forecasting in STR Market” as premium data products, closing a critical gap in the short-term rental revenue management ecosystem.
- Drove 4X engagement and retention uplift in Market Dashboards; built AI-powered features, including a Summary Generator and Report Builder Chatbot, to reduce manual effort for customers.
- Directed cross-functional teams of ~12 across Engineering, Design, and Marketing; mentored 1 junior PM.
- Communicated effectively with diverse stakeholders, including investors, leadership, and customer-facing teams.
- Conducted Kano surveys, user research, and competitive benchmarking to identify market gaps; collaborated with Sales and Support on GTM strategy and pricing decisions.

Product Manager Tracxn Technologies Limited Bangalore, India	Jun 2021 - Jun 2024
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- Managed ownership of core growth and engagement features for a B2B private market intelligence platform serving global investors, VCs, and PE funds.
- Introduced a redesigned home dashboard and personalised feed, driving a 60% increase in DAU and 80% improvement in engagement.
- Formulated product roadmaps, defined problem statements, and designed solutions for platform features and plugins to extend platform reach.
- Leveraged predictive analytics to identify churn patterns and drive proactive retention interventions, contributing to an overall reduction in churn by 200 basis points.
- Ran multiple hypothesis-driven A/B tests to validate feature changes and reduce GTM risk.
- Actively participated in recruitment by conducting ~100 interviews for APM roles, contributing to team growth and talent pipeline building.

Ustaad Relationship Manager Seygnux Solutions Pvt. Ltd. New Delhi, India	Jul 2019 - Feb 2020
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- Managed the end-to-end vendor lifecycle for Sheru, a micro-E-mobility startup.
- Developed vendor personas, analysed demand/supply dynamics, and built a vendor scorecard framework to reduce churn and support market expansion.
- Built and maintained relationships with 400+ vendors to drive supply-side adoption; negotiated contracts and service terms to optimise supply costs and ensure reliability.
- Conducted quantitative analysis to evaluate supply performance and maintained regular tracking of supply health metrics.

Education

B.Tech (Electrical & Electronics Engineering) – Vellore Institute of Technology, Vellore	2013 -2017
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Accomplishments and Awards

- Winner of the “IIMA Mavericks” Startup Challenge for the best startup idea and pitch among 119 competing teams.
- Consistent Top Performer - Rated ‘Surpassed Expectations’ across all annual performance reviews at PriceLabs.

License & Certifications

Product Management, ISB Executive Education	Feb 2022 - May 2022
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Data Analytics Certification, IBM	Mar 2021 - May 2021
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