

# ANISH SHARMA

SENIOR PRODUCT MANAGER · LEADING NOVEL INITIATIVES

☎ +1 (415) 481-2815 | ✉ anish@hey.com | 🏠 anishs.me | 📺 anish5 | 📁 git-anish

## SUMMARY

I'm a passionate, customer-focused product manager with 6+ years of success innovating products and delightful user experiences through strategic vision, creative thinking, technical reasoning, and team leadership. I founded and led SWFTCharge, which I successfully exited. I joined Skylight where I developed two new product lines, launched new initiatives, and fostered partnerships following their Series A until they were successfully acquired by Opendoor. I am currently working at HOVER leading the expansion of a new vertical leveraging their stack & Apple's ARKit to create the largest scale accurate interiors 3D model dataset in the world. My experience in fast-growing companies and my passion for tech uniquely positions me for a career in Product Management.

## SKILLS

**Business** Stakeholder Management, Product Roadmapping, Customer Interviews

**Strategy** Developing Business Models, A/B Testing, Quantitative Data Analysis, Stakeholder Management, Profit & Loss

**Software** Blender, ARKit, RoomPlan, SQL, Python, Jira, Tableau, Balsamiq, Adobe Creative Cloud, Excel

## EXPERIENCE

### SENIOR PRODUCT MANAGER (INTERIORS SCAN UX & DELIVERABLES)

2021 - Present

HOVER Inc.

San Francisco

HOVER creates 3D interactive models of any home to measure and estimate home improvement costs. HOVER does this using just a few smartphone photos. I joined HOVER to kick-start the Interiors vertical. I worked with designers to develop the Scan UX and FTUE for our users enabled through Apple's ARKit. I created the pipeline that ingested AR camera pose data to generate 3D models and reports for our large insurance customers. I explored various toolsets that work with LiDAR, point cloud, 3D mesh, and non-LiDAR inputs to produce 3D geometry. I also roadmapped the software development required to scale the production of our 3D models.

- Continuously engaged enterprise customers to craft the Scan UX, FTUE, end product requirements, and product roadmap
  - Determined the feature requirements and user journey for the HOVER Interiors app customers used to scan their homes
  - Drove ideation sessions to define product vision, created strategy roadmap integrating user studies and analysis
- Delivered a scaled product pipeline & B2B SaaS platform, facilitating contract bids for Fortune 100 enterprise clients
  - Increased PoR revenue by \$1.8M in six months through expedited project delivery
  - Researched product market dynamics, competitive environment, to develop the best possible workflow for our customers
- Managed distributed cross-functional teams including UI/UX designers, 3D modelers, developers/technical engineers across the US
  - Led continuous stakeholder engagement across multiple teams reporting to four Sr. Directors to re-calibrate development & launch plans around engineering capacity constraints

### SENIOR PRODUCT MANAGER (GROWTH & PROCESS)

2019 - 2020

Skylight Inc. (**Acquired by Opendoor - NASDAQ:OPEN**)

San Francisco

At Skylight I led special projects launching new partnerships and streamlining processes.

- Created stakeholder consensus across the organization's leadership and various teams, projecting the value-added by launching new product offerings and limiting scope
  - Skylight Recommended reduced the time it takes to begin construction by up to 4 weeks or 25% compared to Skylight Custom.
- Launched a with Material Bank partnership that allowed Skylight to deliver material samples to a client's home overnight
  - This partnership eliminated the need for clients to visit any showrooms, creating a completely virtual home renovation experience.
- Streamlined the product execution process for our clients and internal teams allowing for an increase in capacity of concurrent projects

### PRODUCT LEAD & CO-FOUNDER

2016 - 2018

SWFTCharge Inc. (**Successfully Exited**)

Los Angeles

I launched and led this venture from the time it was a product focused company to our pivot into a service based company. We recognized the market need after conducting hundreds of customer interviews and executed plans to launch our self-funded MVP in Canada. After generating significant revenues through our MVP, I led our funding round to raise \$500,000 through angel investors to expand the company across various music festivals in North America and beyond.

- Developed and launched a service focused on eliminating battery anxiety at some of the largest music festivals in North America - Electric Forest, Coachella, Lost Lands, Boots & Hearts, etc.
  - SWFTCharge provides access to wire-free charging allowing users to keep their phones charged throughout a multi-day event
- Continuously iterated the business model and the service based on customer needs as well as stakeholder requirements
- Negotiated multi-year exclusive contracts AEG, Live Nation & Townsquare Media to secure our sales channel
- Increased revenue 6x YOY following the seed round

## EDUCATION

### BACHELOR OF SCIENCE IN ELECTRICAL ENGINEERING (BIOMEDICAL)

2013 - 2017

Queen's University, Kingston, Ontario, Canada

- TMT Portfolio Manager at Queen's Capital; a student run investment club with \$100,000 in collective AUM

### ADVANCED PRODUCT MANAGEMENT

2019

Product Faculty

- Completed the 8-week course encompassing PM foundations, product strategy, agile methods, data analytics, and UX skills
- Developed various product portfolios including a complete 0 to 1 breakdown of a feature release (User interviews, Development Process, and Wireframes) for Ritual - <https://anishs.me/resume/ritual> *links to other portfolio items available upon request*