

SHAILVI KUMAR

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SUMMARY

Product Manager with an MBA and 6 years of engineering and product experience shipping SaaS products end-to-end. Led 7 engineers to drive a 22-point NPS increase and 18% adoption lift for a SaaS platform serving 3,300+ organizations, and defined product strategy for Amazon Linux at AWS EC2 across 700M+ instances. CS degree and 5 years writing production code before moving to product.

EXPERIENCE

Amazon Web Services (AWS), Amazon Linux, Elastic Compute Cloud (EC2) Seattle, WA
Sr. Product Manager Intern - Technical, External Services (Sr. PMT-ES) June 2025 - August 2025

- Built the product strategy and 6-month roadmap by synthesizing 50+ customer interviews, 1,000+ GitHub issues, and 850K+ documentation pageviews into prioritized user pain points and adoption blockers.
- Projected to grow AL2023 adoption from 20% to 80%+ by mapping the adoption journey, running competitive analysis, and designing an upgrade experience to close developer readiness gaps.
- Reduced migration discovery cycles by 92% and built a business case for \$50M+ in projected productivity gains across 700M+ EC2 instances.

GIVE Bengaluru, India
Product Owner, Software Development Engineer III October 2022 - July 2024

- Increased NPS by 22 points and platform adoption by 18% by leading 7 engineers and owning the roadmap and GTM strategy for a SaaS platform serving 3,000+ nonprofits and 300+ enterprise partners.
- Improved dashboard performance and user experience for 4,500+ enterprise clients by optimizing the analytics and reporting layer, reducing page load times by 30%.
- Authored 80+ pages of PRDs, user journey maps, and product specifications to align engineering, design, and GTM, accelerating releases and increasing feature adoption by 20%.
- Cut processing time by 40% and improved reporting accuracy for a \$10M enterprise initiative by automating workflows and building integrations across 8M+ records.

Goodera Bengaluru, India
Lead Product Engineer, Sr. Software Engineer, Software Engineer September 2018 - October 2022

- Boosted engagement by 19% and session duration by 30% by shipping a customer-facing analytics dashboard with 7 visualizations, driving self-serve exploration and reducing support dependency.
- Reduced analytics tooling requests by 70% by building self-serve tools, including Query Builder and configurable dashboards, that let enterprise clients explore data independently.

EDUCATION

UCLA Anderson School of Management Los Angeles, CA
M.B.A, Full-Time Program - Technology Leadership & AI Specialization June 2026

- Honors: Easton Technology Management Fellow; Merit Scholar; Winner - Anderson AI Prompt Challenge '24.
- Leadership: President, Outdoor Adventure Club; VP Professional Development, Women's Business Connection.
- Teaching: TA, Product Management in Tech Companies - Product Discovery.
- Easton Digital Transformation Project: Consolidated 8+ tools into a Canvas hub and SmartSuite layer, cutting key task clicks by 85%, reclaiming ~5 staff hours/week, and automating 4,000+ tasks.

National Institute of Technology Rourkela, India
Bachelor of Technology, Computer Science & Engineering June 2018

FEATURED PROJECTS

- **Watchlist**: Built an automated ranking pipeline that discovers, scores, and prioritizes roles across 900+ companies, replacing hours of manual research with a self-updating queue.
- **Sightline**: Designed a trip-planning prototype using user research to organize destination discovery around seasonality and community signals, translating a niche user insight into a differentiated product wedge.
- **Tidepool**: Designed a group volunteering prototype that reframed solo sign-ups into group participation by surfacing social proof as the primary engagement lever.

ADDITIONAL

- **Product**: Product discovery, activation and retention strategy, A/B testing, roadmaps, PRFAQ/PRD, user journey mapping, OKRs/KPIs, competitive analysis, GTM collaboration, cross-functional leadership.
- **Technical**: Python, JavaScript, SQL, AWS EC2/S3/RDS, GitHub Actions, Supabase, Snowflake.
- **AI/ML & APIs**: Claude API, workflow automation, prompt engineering, structured output design.
- **Tools**: Figma, Amplitude, Google Analytics, Lovable, Framr.
- **Interests**: PADI-certified scuba diver with 115+ logged dives, experienced hiker, novice surfer, Formula 1 fan.