

ANISH SHARMA

SENIOR PRODUCT MANAGER · LEADING NOVEL INITIATIVES

+1 (415) 481-2815 | anish@hey.com | anishs.me | [anish5](https://github.com/anish5) | [git-anish](https://git-anish.com)

SUMMARY

A results-driven Senior Product Manager with 7+ years of experience in fast-growing companies. I founded and led SWFTCharge to exit. Developed two new product lines at Skylight as a PM, leading to its acquisition by Opendoor. I am currently spearheading the expansion of a new vertical at HOVER utilizing state-of-the-art AR Capture & 3D modeling technology.

SKILLS

| | |
|-------------------|---|
| Management | Stakeholder Management, Product Roadmapping, Customer Interviews, A/B Testing, Quantitative Data Analysis |
| Technical | Blender, ARKit, RoomPlan, SQL, Python, Jira, Tableau, Figma, Excel |
| Business | Business Strategy, Developing Business Models, Profit & Loss |

EXPERIENCE

SENIOR PRODUCT MANAGER (CAPTURE - APPLIED RESEARCH GROUP)

2021 - Present

HOVER Inc. - <https://hover.to/interiors>

San Francisco

HOVER generates 3D interactive models to estimate home improvement costs with smartphone photos. As one of the first hires for the Interiors vertical, I played a crucial role in developing the Scan UX and FTUE utilizing Apple's ARKit, contributing to the successful scaling of the product.

- Drove user-focused product strategies, collaborating with cross-functional teams to create engaging, innovative experiences that improved app engagement and user satisfaction
- Developed new product offerings by conducting user research, customer interviews, and analyzing data
- Created the pipeline that ingested AR camera pose data to generate 3D models and reports for large insurance customers, exploring various toolsets for LiDAR, point cloud, and 3D mesh inputs
- Continuously collaborated with stakeholders, engineers, and design teams to communicate the product vision and deliver a scalable B2B2C SaaS platform
- Led a team of top Researchers, SWEs, and ML experts to develop and patent innovative concepts related to AR Camera experiences

SENIOR PRODUCT MANAGER (GROWTH & PROCESS)

2019 - 2020

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

San Francisco

I led special projects as a cross-functional team lead, working with the executive team to create new sales channels, automate internal processes, and launch new product offerings. Skylight leveraged technology to reimagine the home renovation experience - offering a renovation price & time guarantee.

- Launched customer-centric product offerings, including Skylight Recommended, which reduced construction time by up to 4 weeks or 25%, streamlining the product execution process
- Fostered partnerships with companies such as Material Bank to create a completely in-home material selection process
- Implemented improvements based on data-driven insights to increase project capacity 2x
- Engaged with stakeholders to drive consensus and develop product roadmaps aligned with business objectives

PRODUCT LEAD & CO-FOUNDER

2016 - 2018

SWFTCharge Inc. (**Successfully Exited**)

Los Angeles

Launched and led this venture, transitioning from a product-focused company to a service-based company. Identified market needs through customer interviews, and launched a self-funded MVP in Canada. After generating significant revenues, I led a funding round to raise \$500,000 from angel investors, expanding the company across various music festivals in North America and beyond.

- Developed and launched SWFTCharge, a customer-centric service focused on eliminating battery anxiety at major music festivals
- Led continuous iteration of the business model and the service based on customer feedback and stakeholder requirements
- Increased revenue 6x YOY following the seed round, validating the solution's value proposition
- Negotiated multi-year exclusive service contracts AEG, Live Nation & Townsquare Media to secure our sales channel

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 managing \$100,000 in AUM

ADVANCED PRODUCT MANAGEMENT

2019

Product Faculty

- Completed an 8-week course covering 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 for Ritual - <https://anishs.me/resume/ritual> *links to other portfolio items available upon request*