

Rishi M Kumar

(732) 407-8428 | rishi.m.kumar@gmail.com | www.rishimkumar.com

Overview

I am a Product leader with 12+ years of experience at the intersection of Product, Growth, & Data. I have a management consultant/MBA/VC background & have spent the last 7 years as an early startup employee. helping build several B2B SaaS businesses. I am passionate about creative problem solving, growing companies, & enabling others to do their best work.

Experience

CIRCLECI (Industry-leading continuous integration DevOps platform, \$215M+ raised) San Francisco, CA
Director of Strategy, Product Management 08/15 – Present

- **First PM:** First cohort of PMs (Series A), hired to own Growth & Monetization; revenue has grown ~100% YoY for 5 years
- **Growth & Data:** Implemented new analytics stack, hired Data team, led growth testing; activation up 150%, free-to-paid up 300%
- **Pricing:** Architected & implemented new pricing model, led to a company-wide GTM strategy shift; 10x revenue growth since launch
- **Leadership:** Worked on Delivery Leadership team (aligning Product/Eng on Delivery processes); led multiple Product teams
- **New Products:** Launched new features (e.g., Contexts), launched new product (CircleCI for MacOS); product is 10%+ of revenue
- **Cloud:** Led a cross-functional revamp of cloud infrastructure (AWS/GCP); saved \$5M+, improved developer experience
- **Strategy:** Promoted to Director of Strategy to also assist C-Suite on topics beyond just Product: e.g., strategic M&A and Operations

INFER (#1-rated AI/Machine Learning Lead Scoring product, funded by Redpoint & a16z, Acquired) Palo Alto, CA
Early Hire | Leadership Team | Head of Post-Sale 07/14 – 08/15

- **Leadership:** Early leadership team hire, recruited ~10% of company, helped lead 150% MoM growth & \$25M in funding
- **Management:** After product/market fit, became Head of Post-Sale; hired & managed team of six people
- **Customer Focus:** Owned \$3M+ in renewals, focused on CMO/VP Sales relationships & translating feedback into Product roadmap

LINKEDIN (Sales Solutions: a brand-new division w/ goal to be LinkedIn's next \$B business) San Francisco, CA
MBA Intern Summer 2013

- **Proactive:** Recognized opportunity to save \$200K/year by building custom software; coded proof-of-concept (Excel/Python)
- **Scaling:** Prepared a new B2B division to scale rapidly (>200% MoM growth); created two new roles & solved sales incentive issues

DELOITTE CONSULTING/MONITOR GROUP (Strategy & Operations Consulting) McLean, VA
Management Consultant (Promoted twice) 06/08 – 07/12

- **New Products:** Collaborated on product & pricing at Verizon to develop "the future of television"; team received \$370M investment
- **Tech Infrastructure:** Helped bring modern data architecture to Fortune 500 company; implemented new data warehouse & reporting
- **Management:** Managed three business analysts; each received at least one top performance rating

CITCO (Hedge fund with \$1T assets under management) New York, NY
Development Intern 08/06 – 09/06

- **Software Engineering:** Worked on development & QA/Release for critical, financial back-office software

Additional Relevant Experience

LIGHTBANK VENTURE CAPITAL: Investment team, sourced SaaS companies for \$200M fund, left to join startup 2014
MATCHIST: First employee, worked on Growth & Product; entered & won \$200K VC competition, company acquired 2013
SPOTHERO: Early employee, negotiated initial product partnerships, company raised \$2.5M (now \$110M+) 2012

Education

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS Chicago, IL
MBA – Concentrations in Finance & Entrepreneurship, PhD-level courses in Data Analytics & Machine Learning 09/12 – 06/14

THE UNIVERSITY OF NORTH CAROLINA Chapel Hill, NC
Bachelor of Arts – Coursework Focus on statistical analysis in Public Policy, Graduated with Honors 08/04– 05/08

Additional Information

- **Technical Skills:** SQL, Python, AWS, GCP, CI/CD, various data analytics & growth tools (e.g., Looker, Segment, Tableau)
- **Interests:** Cooking and eating, pub trivia, UNC basketball, Netflix binging, triple-bogey golf, & cycling
- **Fun Facts:** Rode a bear, drank from a glacier, (accidentally) kicked a shark, won a comedy film contest, lived in Brazil for two years