

Rishi M Kumar

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Overview

I have been leading teams at the intersection of Product, Data, & Growth for 12+ years - from solving zero-to-one problems to rapidly scaling teams. I am passionate about solving big problems, creating impact, and empowering my teams and others to do their best work.

Experience

CLOCKWISE (Calendar productivity & ML software, B2B & B2C SaaS, backed by BCV, Accel, Greylock, Coatue) Denver, Colorado
Head of Product (Reported to CEO) 07/20 – Present

- LEADERSHIP: Exec leadership team, hired & led Product and Data teams; Clockwise 5x'd valuation, raised \$45M, 3x'd headcount
- ZERO-TO-ONE: Employee 20 (hired pre-revenue), owned product & GTM strategy; launched to \$0 - \$XM ARR in 2 quarters, also shipped several key features within scheduling, analytics, and identity & permissions
- PRODUCT-LED GROWTH: Player-coached the Growth team before hiring PMs; double-digit free-to-paid conversion rate & 190% NRR

CIRCLECI (Leading CI/CD DevOps platform, B2B & B2C SaaS, backed by DFJ, Scale, and IVP) San Francisco, CA
Director of Strategy, Product Management (Reported to CEO and later, VP Product) 08/15 – 07/20

- SCALE: One of the first Product managers (Employee 25, Series A); helped scale to 600+ employees & ~\$2B valuation (Series E)
- NEW PRODUCTS: Launched a new, technical product end-to-end (CircleCI for MacOS); product represents 10%+ of overall revenue
- USER-CENTRIC: Led the Growth team for onboarding & major design IA changes; improved activation rates 150% & free-to-paid 300%
- GTM: Completely re-architected pricing & GTM by creating a usage-based pricing model; revenue grew ~100% YoY for 5 years
- DATA: Created the Data Science & Analytics team; modernized tech-stack to Kubernetes, Presto, Airflow, dbt, Segment, Amplitude
- TECHNICAL: Led discovery on AWS infrastructure; dramatically improved build times, stopped cryptomining abuse, saved \$5M+/year

INFER (AI/ML sales engagement product, backed by Redpoint and a16z, acquired by Ignite) Palo Alto, CA
Leadership Team | Head of Customer (Reported to CEO) 07/14 – 08/15

- MANAGEMENT: Early hire to leadership team, managed six people, helped lead to \$25M Series B, led product roadmapping, customer success, renewals, & data partnerships; backed by customers such as Atlassian, Box, Dropbox, Square, and more before acquisition

LINKEDIN (MBA Internship program) San Francisco, CA
MBA Intern 2013

- PROACTIVE: Worked on new product launch (Sales Navigator); redefined sales models, solved \$200K/year optimization problem (Python)

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

- DATA INFRASTRUCTURE: Helped bring modern data practices to a Fortune 500 company; implemented data warehousing/SQL reporting
- NEW PRODUCTS: Developed product & pricing at a Fortune 500 telecom re: "the future of television"; team earned \$370M investment
- MANAGEMENT: Chosen to backfill a client leader; spent several months leading 15-person team working on critical customer outreach

Additional Relevant Experience

LIGHTBANK VENTURE CAPITAL: Investment team for \$200M fund, focused on crypto, ML, & B2B SaaS; left to join startup 2014
MATCHIST: First employee, managed product & marketing; won \$200K venture capital competition, was acquired 2013
SPOTHERO: Early employee, negotiated initial product partnerships, company raised \$2.5M (now \$110M+) 2012
CITCO: Software Development intern for financial back-office software 2006

Education

THE UNIVERSITY OF CHICAGO (BOOTH SCHOOL OF BUSINESS) Chicago, IL
MBA – Concentrations in Entrepreneurship & Finance, 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

- Random fun facts: Drank from a glacier, won a film festival, lived and worked in Brazil for 2 years
- Interests: Travel, eating, UNC basketball, pub trivia, data analysis, triple-bogey golf, and cycling