

AAYUSH KRISHNAN

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EDUCATION

Manipal Institute of Technology

July 2019 - Aug 2023

Bachelor of Technology, Mechanical Engineering: CGPA – 8.0/10

- **International Winner (6/1500+), MIT (Massachusetts) Covid-19 Challenge:** Led a 5-member team to develop a platform that empowered patients to avoid hospital overcharging during the pandemic
- **Intern, HyperVerge (2/1000+)-** Offered FTE for outstanding performance; shipped 3 modules, unlocking \$2.4M ARR TAM

EXPERIENCE

HyperVerge | \$200M global AI B2B SaaS firm with operations across US, India, SEA, and Africa

Product Manager

April 2025 – Present

Leading a 9-member cross-functional team to scale HyperVerge's AI underwriting suite from 0-to-1, enabling entry into strategic, red-ocean markets as part of the organization's FY25 product scaling initiative.

Key Achievements

- Awarded **fast track promotion (2/15+)** to Product Manager in 9 months (vs avg. 24 months) for **excellence in 0-1 product scaling**
- **Handpicked by management (1/10+)** to lead a high-impact product team, central to the organization's FY25 strategy for revenue scaling and market expansion

Product Management and Revenue Growth

- **Developed proprietary AI Model** for Credit Underwriting, with **>95% accuracy**, **>0.9 F1 Score** and a **60% latency improvement** over industry standards, driving breakthrough positioning in competitive markets
- **Generated \$1.2M ARR in 6 months** by launching 4 AI-powered SaaS products for high-growth segments
- **Leading 0-to-1 market entry** & revenue scaling for AI-powered Underwriting solutions, creating a new business model, validating product-market fit (PMF) and developing scaling playbooks adopted by **10+** cross-functional teams
- **Achieved 90% YoY revenue growth** for core products through product innovation, business model optimization and cross-functional GTM execution (Sales, Marketing, Strategy, AI, Engineering)

Leadership & Stakeholder Management

- **Managed 2 APMs and developers**; additionally, anchored campus hiring initiatives to expand the product talent pool
- **Unlocked \$36M ARR TAM** by crafting annual strategic product roadmaps for key segments, collaborating closely with C-suite, functional leaders, and leveraging competitive benchmarking

Product Analyst → Associate Product Manager

Feb 2023 – Mar 2025

Key Achievements

- **Awarded fast track promotion (2/10+)** to Associate Product Manager in 12 months (vs avg. 24 months) for rapidly scaling and unlocking revenue growth in HyperVerge's New modules charter in the India BU
- Spearheaded 0-to-1 development of key products, achieving a **3x funnel conversion lift**, **70% Straight-through Processing (STP)**, and **65% reduction** in product integration time (14 -> 5 days), driving operational efficiency and seamless adoption

Product Management

- Developed and launched a new backend infrastructure system redesign effort, integrating and deploying **85+ customer verification APIs** and a **50% reduction in deployment time**
- **Optimised new module launch TAT to <1 week** via product partnerships with major Unicorns and banks, through close collaboration with legal and procurement, leading to a **70% cost reduction**

Clan | Co-Founder

June 2020 – Feb 2022

Founded a Community Aggregation platform for Content Creators that aimed to streamline UX and create new monetization avenues

Key Achievements

- **Top 30 out of 2500+** student startups across India in Antler India VC's \$20,000 fellowship adjudged by Partner of Antler India VC
- Reached **2.5k + users** and **10,000+ impressions** on playstore within the first week

Leadership and Product Management

- Pitched to Venture Capitalists across India for **\$300k Pre-Seed funding**
- Drove brand growth and engagement by spearheading creation of **22+ YouTube videos & podcasts**, **15+ Reels**, and **30+ LinkedIn posts**; led a cross-functional team of UI designers, engineers, and social media marketers
- Conducted discovery calls with **100+ Creators** to analyse problem statements and conduct cohort analysis

SKILLS AND INTERESTS

Technical Skills: APIs & Web Technologies (REST, Postman), Figma, Metabase, Jira, Google Suite, Notion, Lovable, n8n, SDKs

Core Skills: Agile, Product Management, Market Research, Competitor Analysis, Product Strategy, AI-Powered B2B SaaS, Go-to-Market (GTM), Product Prototyping (UI/UX Research), 0-1 Product Development, PnL Management, Prompt Engg

Community Involvement

- Led "Art for Smiles" initiative providing music therapy at Udupi orphanages and 200+ COVID safety kits for healthcare workers
- Served as scribe for specially-abled Paralympic medalist classmate; wrote board exams, enabling him to graduate school

Interests

- Marathon Runner: **Completed 1 full (42.2km) and 2 half-marathons(21km)** ; logged 500km+ in training
- Lawn Tennis: **Top-500 (U16)** national ranking; competed in 20+ state/national championships (2009–17)
- Singer & Music Producer: Play **6 instruments**, leading school & university band, created **15+ music covers** on YouTube & Reels