PIYUSH KESHRI

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EXPERIENCE

LINKEDIN CORP.   **Sunnyvale, CA**
Senior Product Manager, Commerce   **2020 -**
Product Manager, Checkout & Payments   **2018 - 20**

- Led Commerce strategy & roadmap powering $4B+ annual revenue across all consumer businesses & devices (web, mobile apps)
- Introduced growth initiatives driving $50M+ incremental annual revenue by improving conversion through optimizing checkout & payments and expanding payments globally by supporting more currencies (60+), local cards, & alternative payment methods
- Drove $20M+ with better member retention by building ML-driven payment routing & smart scheduling of recurring transactions
- Directed & scaled engineering team from 9 to 43+ engineers in last 2 years to build Commerce as state-of-art, self-serve platform to accelerate go-to-market for consumer & enterprise products - Checkout as a service; self-serve catalog, & Tax systems
- Represented LinkedIn in industry-wide Merchants Payments Roundtable semi-annually to discuss industry outlook

SQUARE INC.   **San Francisco, CA**
Product Manager Intern, Square Capital   **Summer 2017**

- Defined market entry for $8 billion consumer point-of-sale financing for in-store purchases; strategized product-market fit through in-house market research on consumer behavior; conducted 6+ early customer interviews
- Coordinated team of 18+ design, engineering, sales, marketing & legal, and compliance experts to build UX prototypes, define product engineering requirements, design marketing collaterals, and go-to-market plan for product alpha launch in Q4'17

QUANTCAST INC.   **San Francisco, CA**
Product Manager Intern, Brand   **Summer 2017**

- Drove product-strategy to build $60 million Brand advertising business, for marketers focused on brand-safety in online ads
- Leveraged machine learning to dynamically score websites on brand-safety; secured 2nd prize in Quantcast Hackathon Challenge

INTEL CORPORATION   **Santa Clara, CA**
Senior Engineer   **2011 – 2016**

- Designed high-speed memory interconnects for Xeon Phi™ powering World's 7th largest Supercomputer – Trinity; resulting in 9x Performance/USD with 6 TeraFlops peak performance; targeting $1B+ high-performance computing market segment
- Led team of 15 cross-functional experts across Intel & Micron for critical post-silicon debug for Xeon Phi™ processor; saved $32M+ & 6 months of product cycle by implementing pivotal fix; boosting factory yield by 50% and reducing overhead
- Awarded Intel Achievement Award (2015), Intel's highest honor, for innovations in enabling high-performance computing; Division Recognition Award (2016), 2nd highest honor, for delivering successful product release despite numerous challenges

DILLIGROCERY.COM *Grocery e-commerce startup*   **Delhi, India**
Founder and Product Manager   **2011 – Present**

- Built niche eCommerce with largest nuts & dry fruits (140+) varieties serving across India; increased sales 4X by expanding logistics and servicing across India; transformed traditional family grocery store into an omnichannel brand
- Increased profit margins by 2X by introducing quality-focused private label brand with inventory & marketplace-based model
- Expanded distribution through India's largest online marketplace, Flipkart and increased sales by 50%

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA   **Philadelphia, PA**
Master of Business Administration Candidate; Major in Finance and Entrepreneurial Management   **2016 – 2018**

- Director's List (top 10% of class of 2018); GMAT - 760 (99th Percentile); Teaching Assistant for two Professional courses
- 1st prize - Stripe Challenge & Citi Ventures Fintech Challenge; Finalist - Citadel DataOpen; Winner - Avis Data Challenge

STANFORD UNIVERSITY   **Stanford, CA**
Master of Science; Major in Electrical Engineering; GPA - 3.92/4.0   **2009 – 2011**

- Awarded John Linvill Fellowship for Academic excellence, 2009-2010
- Cleared Ph.D. qualifier 2011 with 26th Rank (out of 200 Ph.D. applicants); Teaching Assistant for two Professional Courses

INDIAN INSTITUTE OF TECHNOLOGY KANPUR   **Kanpur, India**
Bachelor of Technology; Major in Electrical Engineering; GPA - 9.7/10.0   **2005 – 2009**

- Awarded *summa cum laude* (top 1% among 525 students); speaker in Indo-German and Indo-US Research Academy
- Received Academic Excellence Awards (awarded to top 2%), and Prestigious Donor Scholarships annually 2005-2008
- Ranked 270 (All India Rank) out of 200,000 candidates in IIT Joint Entrance Examination (JEE) 2005

ADDITIONAL INFORMATION

- **Community Involvement:** Benefactor of "Nirmala & Ashok Keshri Scholarship" for IIT Kanpur (2012) and Kalai-Thambi Trust
- **Tech Skills**: SQL, Python, R, PHP, JavaScript, C/C++, Java, HTML, CSS, Perl, JMP**; Interest**: Investing, politics, reading