

PIYUSH KESHRI

2024 Chestnut St., Apt 24F, Philadelphia, PA - 19103 | +1 650-644-7450 | pkeshri@wharton.upenn.edu | www.piyushkeshri.net

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; First Year Honors; GMAT - 760 (99th Percentile); *Teaching Assistant* for MGEC and ACCT courses
- 1st prize - Stripe Challenge; Finalist - Citadel DataOpen; 1st prize – Citi Ventures Fintech Challenge; Winner - Avis Data Challenge
- Academic Fellow; VP Leadership - Cluster Council; Startup Chair - Wharton India Economic Forum; VP Finance - India Club
- Served as Startup advisor for aspiring energy ventures seeking funding through ARPA-E (Advanced Research Projects Agency)

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); student 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

EXPERIENCE

SQUARE INC.

San Francisco, CA

Product Manager Intern, Square Capital

Summer 2017

- Led 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
- Managed Growth and Data Insights team; identified actions to accelerate consumer acquisition growth by 10x for invoice financing

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
- Directed engineering, sales & marketing teams across US, UK, to build programmatic advertising catering to premium online portals

INTEL CORPORATION

Santa Clara, CA

Product Manager

2015 – 2016

Senior Engineer

2011 – 2015

- 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
- Spearheaded critical post-Silicon debug for Xeon Phi™ processor; saved 6 months of product cycle by implementing pivotal fix
- Led team of 15 cross-functional experts across Intel and Micron throughout two-year product debug
- Saved \$32M+ by mitigating 8 weeks of delayed market launch; boosting factory yield by 50% and reducing developmental overhead
- Served as Vice-President of Intel India Employee Group, supervised team of 20+ committee members, 100+ volunteers; organized plethora of technical, cultural and sports events for over 5k Intel employees; drove fund-raisers for over \$500k
- 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

- Transformed traditional family grocery store into multi-employee, omni-channel grocery enterprise serving entire Delhi region
- Increased profit margins by 20% by introducing private label brand with inventory based model
- Expanded service to 1500 square mile area with one-day delivery and tailored product portfolios for corporate clients
- Grew average order value to \$50 compared to \$16 industry average; serving 1000+ loyal customers

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, Node.js, C/C++, Java, html, css, Perl, JMP; **Interest:** Hiking, reading, politics