# Harsh Tiwari

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## PROFESSIONAL SUMMARY

Founder and operator with 3+ years of experience building and scaling consumer-tech products from 0→1. Deep experience in product thinking, GTM experimentation, user research, funnel optimization, and solving consumer internet problems at speed. As Founder of an AI-powered freelance marketplace, I built and shipped multiple product iterations, driving user adoption, retention, and monetization while managing cross-functional teams. I enjoy building fast, learning from live user behaviour, and converting insights into scalable product and business outcomes.

## EDUCATION

**Birla Institute of Technology and Science (BITS) Pilani**                                                    **Sep. 2020 – May 2024**
*B.E. Electronics & Instrumentation Engineering*                                                                         *Goa, India*

## SKILLS OVERVIEW

**Product & Business Strategy:** Product Roadmapping, Go-to-Market Strategy, Revenue Operations, Stakeholder Management, User Acquisition & Retention, Market Research & Competitive Benchmarking, KPI Tracking, Growth Analytics, Business Development

**Tools & Platforms:** Salesforce, HubSpot, Apollo.io, LinkedIn Sales Navigator, Instantly.ai, Google Ads, Meta Suite, Figma, Webflow, Canva, Notion, Trello, Slack, Zapier

**Technical Skills:** Python, AI/ML, NLP, MERN Stack, Next.js, PostgreSQL, REST APIs

## EXPERIENCE

**StackWalls**                                                                                                              **June 2022 – July 2025**
*Co-Founder & CEO | Product, Strategy & Growth*                                                                        *Bangalore, India*
 – Founded and scaled an **AI-powered freelance marketplace** solving inefficiencies in remote hiring by matching businesses with pre-vetted professionals for high-quality project execution.
 – Led **product design and development** across three business model iterations, defining platform architecture, user flows, and matching algorithms to enhance scalability and user experience.
 – Built and managed a **12-member cross-functional team** spanning engineering, design, HR, marketing, and project management, driving seamless execution from strategy to delivery.
 – Designed structured vetting frameworks for **10,000+ candidates** through data-backed assessments and quality checks, ensuring consistent standards across the talent network.
 – Scaled a network of over **15,000 vetted professionals and agencies** across **AI, SaaS, design, and media**, establishing StackWalls as a trusted ecosystem for on-demand talent.

**Ericsson**                                                                                                              **July 2023 – Dec. 2023**
*AI/ML Intern | Applied Research & Product Analytics*                                                                   *Bangalore, India*
 – Built NLP-based fraud detection models achieving **97.8% precision**, contributing to risk intelligence across Ericsson's cybersecurity portfolio.
 – Conducted data-driven analysis to evaluate algorithmic efficiency and operational ROI, gaining exposure to R&D evaluation and tech diligence processes.

**Swecha Foundation**                                                                                                       **May 2022 – July 2022**
*Product Designer & Developer Intern*                                                                                        *Remote*
 – Designed and developed a Civic Tech Dashboard connecting citizens to local bodies, showcasing ability to assess user problems, validate market gaps, and deploy scalable tech products.

## SELECTED PROJECTS

**PropTech Platform | Market Research & GTM Strategy**                                                              Feb. 2025 – Jul. 2025
 – Led market analysis and partnership strategy for a student housing platform across the **US, Canada, and Europe**, conducting competitor benchmarking and go-to-market planning.
 – Collaborated with founders on product optimization and growth loops, driving measurable improvements in user acquisition and engagement.

**Life Saver's First Aid Platform | Early-Stage Product Advisory**                                                  Sept. 2024 – Aug. 2025
 – Advised a health-tech startup on product development, designing the MVP and roadmap to validate user demand, which led to multiple follow-on projects with the same client.

## LEADERSHIP INVOLVEMENT

**Coordinator, IEEE BITS Goa Student Chapter**                                                                       Jan. 2021 – May 2024
 – Led a 60-member technical club, reviving all activities post-COVID and building one of the most active student-led technology communities on campus.
 – Organized hackathons, technical workshops, and partnership-driven events that fostered innovation, industry collaboration, and hands-on learning among students.