# akshay agrawal
अक्षय अग्रवाल

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## what I do well

Full lifecycle design
Frugal, autonomous design
Design advocacy
Exec stakeholder mgmt
Business x Design
Product management
Product ecosystem
Simple Prototyping

Lawn Tennis & Ping Pong

## learning

Product analytics
Design management

French and Spanish
Drone photography

## other cool stuff

Wikipedia Contributor,
1700 edits, 135 articles created

TEDx Speaker,
2016, India

Founder,
Ukhadlo and ClassFever, aged 14, 16

TIME Person of the Year,
2006 Shared with 7 billion others

## education

Interaction Design
Focus: Product and Service innovation
ArtCenter College of Design, CA, 2019

## Palantir

Product Designer, Foundry Core Platform, March 2022 onwards

- Building a flexible platform to solve problem for the world's most important organizations
- Tackling introduction of new platform level primitives/ concepts and cross-app workflows across apps owned by independent internal teams
- Supported addition ~+12.5% usage spending by enabling real time decision making in Foundry
- Filed 4 utility patents. Also member of the Patent Review Board

## Productiv

Product Designer 1 of 2, Series-C B2B startup, 2020 - 2022

- Influenced and supported 8x customer + 5.3x revenue growth in 18 months through product interventiones
- Grew the team to 2 Sr Product Designers + 2 PMs. Established DesignOps pipelines and a design system
- Designed new pricing tier (+30% ARR). Beta-launched a new product (+35% ARR upsell). 55% base tier price growth
- Shipped across 2 products, 3 pricing tiers, 4 personas, and 3 customer segments across Alpha, Beta, GA

## Ernst & Young

[Intern] Product Consultant, Jun - Aug '19

- Crafted product-driven business transformation plans for clients with legacy product, services and processes
- Reframed traditional consulting pitches with user-centric Product principles to land, un-churn and upsell clients
- Client highlights: Stock exchange, Encryption, Luxury, and Healthcare. In the Emirates and South Asia

## City of Santa Monica

[Fellowship] Designer in Residence, May - Aug '18

The first and only designer accepted to the $1mn grant-winning office to target anomalous wellbeing indicators in Santa Monica, CA by re-envisioning program co-design, synthesis, communication, delivery and outcome measurement

**continued ...**

## academic - professional collaborations

### WAYMO
Interaction Designer, Sponsored Educational Studio, Sep - Dec '19

Team of 5 crafted solutions in collaboration with the WAYMO team to unify the autonomous driver experience from pedestrian delivery robots to class 8 trucks.

### MIT Woods Hole Oceanography Institute
Product Manager, Sponsored Educational Studio, Jan - April '18

Team of 3 concepted multi-dimensional visualization tools and frameworks for oceanographers to study ocean eddies. Under grant from the National Academies.

## you like entrepreneurs?

### Grading the education of a Country
ClassFever, "Founder", 2015 - 2017, India

Built a platform to rank educational institutions from idea to (almost) seed funding (Decided to go to college instead).

- Went from #6 (last) to #2 within one year of launch. 3k institutions onboarded
- Invented a proprietary crowd-sourced, weighted, multi-parameter non-ML mathematical model. Size: (250Mn+ calculations/cycle for 3k institutions)

### Fostering and Enabling a country's Entrepreneurs
Ukhadlo, "Founder", 2013- 2015, India

An online networking platform dedicated to VCs, Entrepreneurs, and accelerators. Signed up 5k users in ~1 year and scored sweeping national media recognition. Got beaten by AngelList

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