

SUJOY DATTA

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EXPERIENCE

Total: 3.5 years

Gushwork

Lead, New Products

May 2026 - Present
Bengaluru, India

- Launched a custom software product line (CRM, ERP, accounting and more), \$50k ARR in month 1: built a developer agent harness that let ~2 forward deployed engineers manage a pipeline of 20+ customers, turning discovery calls into working production apps.
- Scaled the website developer AI agent from \$30k to \$150k+ ARR: built the pipeline that takes a client domain to a live website in ~22 minutes, and turned it into a website-as-a-service upsell for existing customers.

Toddle

Senior Manager (Growth Automation + Product)

Aug 2025 - May 2026
Remote

- Built a GTM automation stack serving 4 regions (APAC, EMEA, ANZ, NAM): AI agents for follow-ups, meeting research, and deal alerts; 2x follow-up rate (33% → 67%), 10+ sales rep-hours saved/week across the team.
- Powered \$4M revival pipeline across APAC, EMEA, ANZ: built deal scoring and intelligence system for 400+ dormant deals; used by demand gen for re-engagement targeting and sales leadership for AE allocation.
- Automated SDR qualification, 90% ICP accuracy: built 25+ data crawlers for contact enrichment and lead scoring; reduced manual prospecting by 80%, processing 1,500+ leads/month.

Hike

Product Manager

Jun 2024 - Aug 2025
Remote

- Built a GPT-powered inference engine for the Rush App (India) AI chatbot with ElevenLabs voice UX across 200+ problem paths in a single sprint, driving 8% NPS lift, 24% ticket containment and 5% CM1 boost over 90 days.
- Led core product and payments for Bingo Champions App (US) from concept to MVP: owned D7 growth, retention and reactivation initiatives across key cohorts. Achieved \$106k gross revenue, 7% paid conversion, 11% RoAS, ~1k paid DAU in M0.

Raaho

Associate Product Manager (Intern → APM)

Jan 2022 - May 2024
Gurugram, India

- Grew user acquisition 1.5x in 2 months and D7 activation to 42%: redesigned Shipper/Trucker apps after 30+ customer visits (NPS to 70%), and built Clevertap dashboards, Zoho pipelines and dynamic pricing that saved 100+ hours/month, lifted return fill rates 40% and drove 5% MoM revenue growth.

PROJECTS

View All

Fake News Models (BERT-NMT Classifier). Designed a multilingual misinformation detector (Hindi, English, Tamil) using BERT-NMT classifiers and proposed SEIRMZ epidemic models; research work submitted under Springer ID: ICICCT2531423315542.

Buildmap Chrome Extension. Built and open-sourced a Chrome extension, live on the Chrome Web Store (245M impressions), that inserts product framework outlines into Google Docs, with a Tally-powered waitlist flow.

EDUCATION

B.Tech & M.Tech in Computer Science (Specialisation: System Design), IIIT Chennai

Batch of 2018, Gold Medalist (GPA- 9.5)

2018-2023

SKILLS

Tools	n8n, Tavily, Notion, Clickup, Jira, Miro, Clevertap, Tableau
AI Stack	Claude, GPT, Perplexity, Cursor, Bolt
Languages	SQL, Python, C, C++, Java, JS, HTML/CSS, ARM, VHDL