



# Shea Parikh

Seeking: Product roles at climate companies

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**READ THIS FIRST:** Hi, I'm Shea. My winning ticket in life came when I was born in sunny Fort Lauderdale, Florida to two loving parents who taught me the value of an honest education, working hard, and empathy for others. Since graduating from Davidson College, I finished the Venture For America Fellowship, worked on product strategy & enterprise sales at an early-education hardware company, founded a startup that improves organizational knowledge-sharing, and moved to Montana on a motorcycle to learn about regenerative agriculture. I know how to build and ship digital products, lead strategic operations that are delivered on time and budget, analyze data to surface objective insights, and hold myself accountable to continued improvement. While I'm still in the early innings of my career, my experience to-date, alongside my tireless work ethic, can make me a valuable asset to any product teams building solutions to company climate change.

## EXPERIENCE

August 2018-Present

### Jam

New York, New York

#### Founder + Product Lead

- Jam is B2B SaaS product that improves internal knowledge sharing by scheduling relevant meetings between coworkers who have not previously met.
- Bootstrapped to \$39,000 in ARR before raising \$315,000. Grew ARR to \$198,000.
- Sourced, managed, and closed contracts with companies like UBS, Citi Group, PatientPop, and OutdoorVoices.
- Recruited and led a team of 3 engineers and 2 sales leads.
- After designing, managing, & launching an 8-month, custom product build (MySQL, Scala, VanillaJS, Spark, ZIO), refactored the entire product stack using low-code platforms (Figma, Airtable, Webflow, Zapier), reducing infrastructure & maintenance costs by 87%.
- Biggest failure was not optimizing for a long-term, founding team. This handcuffed the company from iterating fast enough and finding product-market fit.

August 2020-September 2021

### Regenerative Agriculture + Ocean Farming

Big Timber, Montana + Freeport, Maine

#### Ranch Hand + Product Lead

- *Western Sustainability Organization*
- Designed, managed, and launched WSE's first-ever digital product built for ranchers making the transition to regenerative agriculture.
- Launched the MVP that led to a paid license with the World Wildlife Foundation.
- Served as a Ranch Hand for Flathead Bison Company and Mill Iron Livestock.

#### Oyster Farmer

- *Maine Ocean Farms*
- Worked on a team of four to manage, process, and harvest over 250,000 oysters.
- Developed 12-month commercialization plan for 100% biodegradable packnatur, plastic-alternative shellfish bags.

August 2016-April 2018

### VersaMe

Charlotte, North Carolina + Palo Alto, California

#### Product Strategy + Enterprise Sales

- Worked with CEO & CFO to design and launch B2B product strategy, resulting in closing the company's first B2B contract (\$82,000) with the State of South Carolina.
- Sourced, nurtured, and closed \$224,000 in first year of launching B2B business.
- Built company's M&A pitch deck that was reviewed by potential acquirers such as Apple, Microsoft, Amazon Alexa, and Piersons.

April 2016-July 2020

### Intrsect

Davidson, North Carolina

#### Co-Founder + Product Lead

- Led the product & go-to-market process for an app built with \$100 and has generated \$58,200 in life-time revenue.
- First student team to receive investment funding from Davidson College's Venture Fund.

## EDUCATION

2012-2016

### Davidson College

Davidson, NC

#### BA Political Science, Cum Laude

- Omicron Delta Kappa, Pi Sigma Alpha, Phi Beta Delta Honors Society
- Spent 5 months studying Indian Ocean Economics in India, Sri Lanka, and Oman.
- Spent 5 months studying Chinese Economics & Diplomacy in Shanghai.

## ORGANIZATIONS

August 2016-August 2018

### Venture For America

Charlotte, North Carolina

#### 2016 Fellow

Selective two-year fellowship that aims to revitalize American cities and communities through entrepreneurship.

December 2020-Present

### Toptal Talent Network

#### Product Manager

Toptal is an exclusive network (3%) of the top freelance software developers, designers, finance experts, and product managers in the world.

## CAPABILITIES

#### Professional

*Strong*

- Operational execution, doing whatever it takes to get something done
  - Technical product management, taking ideas from conception to launch
  - Enterprise sales, managing the process from evaluation to technical close
  - Building partnerships and influencing executive decision-making
  - Communication and cooperation with a diverse group of people
- Intermediate*
- Company pitching and capital fundraising
  - Basic financial management (P&L, cash flow, revenue forecasting)

#### Technical

*Strong*

- Low-code product creation (Webflow, Airtable, Typeform, Python)
  - Marketing & communication automation (Autopilot, Zapier)
- Intermediate*
- Python data analysis
  - Python data visualization (matplotlib and pandas)
  - SQL database management and analysis

#### Tools and Applications

- Gitlab
- Jira
- Webflow
- Airtable
- Adobe Creative Suite
- Keynote

## REFERENCES

#### Manager at VersaMe

**Chris Boggiano**, christian.boggiano@gmail.com, 201-600-5977  
Was CEO at VersaMe, Now Co-Founder, Everblue

#### Colleague at WSE

**Meagan Lannan**, mlannan@wsestaff.org, 406-570-1116  
Ranch Coordinator, Western Sustainability Exchange

#### Colleague at Jam

**James Douglas**, james@earldouglas.com, 424-242-4202  
Was Technical Lead at Jam, Now Director of Data Engineer at Reonomy