Shea Parikh

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Hi, I'm Shea (like the butter). I have **5 years experience building products that matter** & I love working alongside **people who care**. I love to understand other perspectives and I'm **comfortable learning anything**. I work hard, ask the right questions, & I'm very good at **figuring out what it takes to succeed**.

CAPABILITIES

Operational Capabilities
- Customer discovery + product roadmap development
- Agile product management
- Pre-sales engineering + closing B2B contracts
- Cross-team communication + management
- Pitching ideas + influencing decision making
- Doing whatever it takes to get something done

Technical Capabilities
- Python data analysis and visualization
- SQL database management and analysis
- Product architecture + systems design
- Rapid, low-code product testing (Webflow, Airtable, Typeform, Python)

EXPERIENCE

Jam
Aug 2018 - Now
New York, NY

Founder + Product Lead
- Decided on B2B SaaS model after leading 73 customer discovery interviews and validating that companies today need a solution to better connect their employees and knowledge-sharing practices.
- Used customer insights to build an MVP in a weekend that we then bootstrapped to $39,000 ARR.
- Performed product-market-fit testing with 53 users that identified must-have product features.
- Raised $315,000 from angels and institutional investors to build customer-defined features.
- Sourced and closed contracts with leadership at companies like UBS, Citi Group, PatientPop, and OutdoorVoices.
- Grew ARR to $198,000 with 82% profit margin.
- 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%.

Regenerative Agriculture + Ocean Farming
Aug 2020 - Sep 2021
Big Timber, MT + Freeport, ME

Product Lead + Ranch Hand, *Western Sustainability Organization*
- Designed and launched the Regenerative Ranch Assessment—WSE's first-ever digital product built for ranchers transitioning to regenerative agriculture.
- Interviewed 42 ranchers to understand product value and define product roadmap for desired features.
- Launched the MVP that led to a paid license with the World Wildlife Foundation.
- Served as a ranch hand managing the daily movements 610+ livestock and built 2.7 miles of paddocks for rotational grazing.

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

VersaMe
Aug 2016 - Apr 2018
Charlotte, NC + Palo Alto, CA

Product Strategy + Enteprise 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.
- Executed 110+ customer-discovery interviews that identified librarians as beachhead B2B audience.
- Sourced, nurtured, and closed $224,000 in first year of launching B2B business.
- Set up product analytics dashboard to identify product feature that increased daily active users by 17%.
- Built M&A pitch deck that was reviewed by potential acquirers such as Apple, Amazon Alexa, and Pearson.

Intrsect
Apr 2016 - Jul 2020
Davidson, NC

Co-Founder + Product Lead
- Led the product process for an app built to help college students better access information.
- Built with $100 in 3 weeks, Intrsect has generated 6,000+ downloads, 135,000+ sessions, and $58,200 in profit.
- First student team to receive investment funding from Davidson College's Venture Fund.

EDUCATION

MIT + Dataquest
Aug 2021 - Present

Applied Data Science
- Intermediate command of Python and SQL to manipulate, analyze, & train data models.

Davidson College
2012 - 2016

BA Political Science, Cum Laude, 3.56/4.0
- Omicron Delta Kappa, Pi Sigma Alpha, & Phi Belta Delta Honors Societies.
- 10 months studying Indian Ocean Markets in India, Sri Lanka, Oman, & China.

ORGANIZATIONS

Venture For America
Aug 2016 - Aug 2018

2016 Fellow
Selective two-year fellowship that aims to revitalize American cities through entrepreneurship.

Toptal Talent Network
Dec 2020 - Present

Product Manager
Toptal is an exclusive network (3%) of the top freelance product managers in the world.