

SHASHANK SHEKHAR SINGH

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PROFESSIONAL SUMMARY

Product leader with 8+ years across AI automation, developer platforms, APIs/SDKs, CPaaS, fintech, travel, and Web3. Founding team member and first leadership hire at Huddle01, with experience leading a 14+ engineer team, shaping 0-1 product strategy, and translating technical capabilities into usable workflows. Strong in cross-functional leadership, evidence-led prioritisation, roadmap trade-offs, product analytics, and measurable outcomes.

CORE SKILLS

Product Leadership: Product strategy, portfolio and roadmap planning, prioritisation, decision frameworks, cross-functional leadership, stakeholder alignment, launch and learning reviews

AI & Product Quality: Voice AI, LLM workflows, RAG, evaluation design, workflow reliability, feedback loops, outcome metrics

Discovery & Analytics: User research, problem framing, PRDs, experimentation, SQL, Python, activation, retention, conversion

Technical: APIs/SDKs, WebRTC, data pipelines, n8n, Retell, Vapi, PostHog, Mixpanel, Figma, Linear, Jira, Supabase

PROFESSIONAL EXPERIENCE

DG3 Terminal | Apr 2026 - Present

Product Lead | Prediction Markets

- Built a prediction-markets trading terminal from 0 to \$5M+ in monthly trading volume in under 3 months, with sub-500ms execution latency.
- Partnered with engineering on order matching and liquidity aggregation across 25+ sportsbooks; owned AI/ML search and ranking, reaching 98% market coverage and reducing zero-result searches below 5%.

Automa AI | Aug 2025 - Mar 2026

AI Product Consultant | AI Automation

- Translated customer-operations needs into voice and LLM workflows using APIs, RAG, n8n, Retell, Vapi, and WebRTC. Food-order automation handled 10,000+ daily interactions, cutting manual order-taking 68% and errors 25%.
- Built booking and appointment workflows that reduced response time from 6-10 hours to under 10 seconds, increased retention 18%, and reduced manual bookings 40%.

Huddle01 | Apr 2021 - Aug 2025

Founding Team Member & First Leadership Hire | Head of Product & Operations | Developer Platform / CPaaS

- Joined as a founding team member and first leadership hire; led a 14+ engineer team across product development, technical delivery, and launches.
- Owned 0-1 product strategy and execution for a CPaaS platform, developer APIs, and SDKs, scaling to 160K+ users, 80K+ downloads, 600M+ minutes consumed, and \$2M+ revenue.
- Led cross-functional planning with engineering, design, and operations, translating user needs and technical dependencies into product specifications, priorities, onboarding flows, and launch plans.
- Built developer tooling and integration capabilities, including browser extensions, Slack bots, calendar plugins, and third-party workflow integrations; delivered 10+ product launches.
- Designed node onboarding, delegation, and token-incentive journeys for decentralised bandwidth infrastructure, scaling the network to 2,700+ node operators.

Wizely | Oct 2020 - Mar 2021

Product Manager | Savings and Investments

- Improved onboarding and habit loops for savings products, increasing weekly active savers 30% and product conversion 15%.

Wego | Aug 2018 - Aug 2020

Product Marketing Manager, APAC | Travel

- Built lifecycle and retention journeys across 7 APAC markets, improving conversion 8x and activation 27%; push-led journeys drove 20% of bookings.

Traveltek | Jun 2017 - Jul 2018

Business Analyst | Travel Technology

- Translated airline, cruise, GDS, and hotel workflows into portal specifications and API/XML integrations, supporting \$25M+ in booking transaction volume.

SELECTED PRODUCTS

FarHouse: Built a Farcaster-native audio product with one developer in under two weeks using Huddle01 infrastructure; reached 2,500+ users in 48 hours and generated 10+ ETH in primary mint sales within 24 hours without marketing spend.

Den: Built a livestream-native Web3 marketplace with in-stream prediction markets and fan tools; reached 1,500+ users and \$2K+ revenue in private beta.

EDUCATION

LNMIIT | B.E., Computer Science | Jaipur, India | 2013-2017