

# Rohin Chandra

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## WORK EXPERIENCE

**Microsoft**, Product Manager II

Sep 2024-Present

*Viva Glint - Enterprise SaaS HR Product, \$XXX million ARR*

- Owned core data access and enterprise controls for an HR SaaS platform, driving retention and new market expansion.
- Led rebranding effort of entire platform, securing \$10m in sales as a result.
- Developed a set of features and accompanying GTM motion to double partner led sales in 6 months.
- Launched GDPR-compliant data deletion controls, avoiding \$500K/day in regulatory exposure.
- Retained 5 large enterprise customers by shipping improvements to data export functionality.
- Unblocked 3 enterprise deals by shipping all y improvements required to pass compliance checks.
- Owned ongoing product relationships with key enterprise customers, partnering closely to support retention and increased usage.

*Elastic SAN - Cloud Storage Product, \$XX million ARR*

- Owned early growth and the customer onboarding journey for a new cloud storage offering.
- Built new UI to reduce customer onboarding time by 50%.
- Drove customer outreach and growth hacking to build sales pipeline to ~\$5m for new product.
- Identified optimal default parameters for cloud storage initial deployment through data analysis.
- Drove cross-team effort to improve the quality metrics of the product by 20%.
- Trained sales teams on how to position our product, securing ~\$250,000 in ARR shortly after.
- Designed delete survey to gather user feedback, achieving a 30% response rate.

**Microsoft**, Software Engineer II, Software Engineer

Apr 2022-Sep 2024

- Tech Lead for AI Copilot integration into enterprise SaaS product, used monthly by 25% of customers.
- Iterated on user feedback to ship multiple improvements to the Copilot integration.
- Tech Lead for feature to enable customers to upload data sets from other Microsoft products into ours.
- Tech Lead for feature to enable customers to export survey comments translated into a chosen language.

**LinkedIn**, Software Engineer

Sep 2021-Apr 2022

- Developed feature to allow customers to preview our platform with demo data instead of real data.
  - Collaborated closely with product team on Product Requirement Documentation development.
  - Worked with design and QA teams to improve accessibility experience.
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## EDUCATION

**Harvard College**, Cambridge, MA, Class of 2021

- **Concentration:** Computer Science **Secondary:** Economics **GPA:** 3.84/4.0
  - **Projects:** Developed iOS application to effortlessly share contact information using QR codes
  - **Activities:** CS50 Course Assistant, President of South Asian Men's Collective
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## SKILLS, & INTERESTS

- **Skills:** JavaScript, TypeScript, Angular, SQL, Java, Python, OCaml, Figma, Jira, Office Suite
- **Languages:** Fluent in English, proficient in Spanish
- **Interests:** Golf, reading, travel, and English Premier League fan