AMAN MANIK

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Product-focused leader who has managed multiple 0 → 1 products within consumer and enterprise, from startup to Fortune 500. Currently, focused on product management coaching and freelancing.

SUMMARY OF QUALIFICATIONS

- Lead effort to scale Caviar's restaurant business across the United States
- Successfully created and launched a startup that was then acquired by Square in 8 months
- 6 years of Product Management Experience with 3 years in Business Development & Product Partnerships
- Able to successfully take products and projects from idea to launch

PROFESSIONAL EXPERIENCE

Square Inc., San Francisco, CA   **February 2015 – May 2018**
Product Manager
After Fastbite was acquired by Square, I worked on integrating Fastbite into Square's restaurant take-out and delivery product, Caviar. From there, I managed the products for diners, payments, and restaurants

Product 1: Fastbite, 10 minute restaurant delivery option within Caviar
- Developed vision, roadmap, and requirements to integrate Fastbite into Caviar's existing infrastructure and process
- Signed 30+ restaurant partners to launch Fastbite on Caviar and drive diner growth (0 to 400 orders/day)
- Learned SQL to experiment with Courier Pay, Delivery Pricing, and Item Curation

Product 2: Caviar Diner iOS, Android, and Web Apps
- Crafted roadmap to focus on diner acquisition and retention for individual diners and corporates
- Launched a reordering feature that drove highest conversion of Caviar diners opening the iOS app
- Launched a set of A/B tests to inform decisions around delivery and service fee presentation

Product 3: Caviar Payments for Diners, Couriers and Restaurants
- First large scale project that spanned across the entire company, resulting in millions of cost savings
- Developed an onboarding integration between Square and Caviar to setup groundwork for Point-of-Sale Integration
- Spearheaded workflows to meet IDV, OFAC, MTL, Accounting, Reconciliation, Treasury, and Risk requirements

Fastbite (Acquired by Square, Inc), San Francisco, CA   **July 2014 – February 2015 (8 months)**
Co-Founder, Product & Operations
With my cofounder, Avlok, we started a company that focused on delivering food in 10 minutes or less.
- Developed vision, requirements, wireframes, and processes for Fastbite's iOS, Android, Web apps
- Spent 2-4 hours a day meeting with diners, restaurants, and couriers to quickly iterate on the product
- Performed every other role possible to keep the startup going from support to sales to handing out flyers

Symantec Corporation, Mountain View, CA   **November 2011 – June 2014 (2 years 7 months)**
Senior Manager, Product Management
Responsible for launching Norton Zone, a secure business-grade file sharing for SMB and Enterprise.
- Drove Symantec's organic product development effort that scales from Consumer (Norton) to Enterprise.
- Directed the SMB and Enterprise product teams in defining features, roadmap, and packaging across iOS, Android, & Web products
- Served as spokesperson to internal executive committees and trainings, customers, press and analyst communities

Box.net, Inc., Palo Alto, CA   **March 2009 – November 2011 (2 years 8 months)**
Business Development Manager
Joined the business development team (2nd FTE hire) to manage resellers and technology partners.
- Joined the startup early as employee #20 and experienced high growth and scale to well over 300 employees
- Developed and managed Box's first Reseller and Referral Programs where I sourced and managed 100+ partners
- Expanded integrations with current partners in the platform portfolio (Google Apps, SFDC, DocuSign, Netsuite)

EDUCATION

San Jose State University, San Jose, CA
Electrical Engineering & Business Administration, 2009
Activities: Professional Chair of Alpha Kappa Psi, VP of Entrepreneurship Society, Zero Emission Hybrid Vehicle Project

CERTIFICATIONS

Pragmatic Marketing Certified (Practical Product Management, 2011)
User Experience Design (General Assembly, 2013)
Agile Scrum Training (Symantec Agile Contractor, 2013)