



Tanishk Sharma

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 <https://tanishk.ai>

Builder and 4x founder with 10 years across AI, SaaS, and consumer technology. I've led product, engineering, and growth teams, built products used by 35 million people, and stayed hands-on with design and engineering throughout. Most recently, I've been building directly with AI to understand how products, companies, and the way people work will change over the next decade.

EXPERIENCE



AVP of Product @ fluffbotics ↗
Jun 2023 – Apr 2026 · Bengaluru

Led product, engineering, and growth with a 10-person team, taking the company from early LLM research through mass-market conversational AI and into hardware.

- ◆ Built the early product and MVPs that got the company a \$3M raise through a Google-backed fund, then turned that work into AI companions for Josh that reached 25M users with ~30 minutes of daily use and 45% D30 retention.
- ◆ Built the AI stack in-house across datasets, fine-tuning, and RAG, and scaled the infrastructure to sustain ~178K POST requests per minute.
- ◆ Evolved the product into creator AIs, then pivoted into conversational AI toys with on-device interactive AI.
- ◆ Reduced inference costs from roughly \$45 to \$5 per user per month and filed multiple patents around the underlying technology.



Staff Product Manager @ CareStack
Nov 2022 – Jun 2023 · Bengaluru

Owned payments, patient-facing products, international localisation, and strategic integrations across a mature dental SaaS platform.

- ◆ Owned the operation and growth of CareStack's payments offering across product development, issue resolution, compliance, regulation, and adoption; grew payment volume roughly 50–70% month on month to around \$5M per month.
- ◆ Owned the patient portal and improved booking, increasing clients' self-booked appointments by around 30%.
- ◆ Localised the core platform for ANZ and UK markets around differences in health systems, clinical workflows, treatments, payments, and regulation.
- ◆ Built strategic partnerships with inventory-management and medical-procurement providers to deeply integrate their products and operations with CareStack in cross-business collaborations.



Senior Product Manager @ Revenoid (Evabot)
Aug 2021 – Oct 2022

Joined as the first PM and became the liaison between business and delivery, with all seven engineers mapped to me while also acting as the sole designer.

- ◆ Rapidly shipped features and fixed core product issues after joining, improving the pace and efficiency of delivery.
- ◆ Introduced stronger product processes across requirements, sprint planning, grooming, retrospectives, analytics, and releases; engineering consistently ran at around 97% sprint efficiency.
- ◆ Was mentored by a senior product leader from a FAANG company, learning how mature product and engineering teams operate at significantly higher standards of scale and execution.
- ◆ Ran monthly product town halls for the whole company, sharing roadmaps, product updates, usage statistics, and findings while collecting feedback from across the organisation.

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ADVISORY



Mentor @ Intnex ↗
2026

Mentored the founders from an initial idea around AI exam evaluation into a defined product and business, while also taking on hands-on product and technical delivery. Took the product through pilots, won customers, and got the business off the ground.



Mentor @ SR Aerospace
Jan 2023 – May 2024

Mentored the founder of a drone-propulsion startup on the practical problems of building a high-tech manufacturing company producing propellers and motors.

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RECOGNITIONS

**Thiel Fellowship Fi...**
Top 8 internationally

**Startup Karnataka ...**
₹50 lakh grant

**IIM Ahmedabad M...**
National Top 5

**IIT Madras Elevate-...**
National Top 8

SKILLS & TOOLS

 OpenAI / ChatGPT

 4× Founder

 Claude

 Vision & Strategy

 OpenClaw

 Team Building

 Composio

 Agentic Orchestration

 ElevenLabs

 Multi-agent Systems

 RAG Pipelines

 0→1 Products

 Product Strategy

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