

HARSHIT SHARMA

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EXPERIENCE

Business Development Consultant | EELI, UC Berkeley | Fall 2025

- Led customer discovery for technology startup, conducting stakeholder interviews to identify GTM barriers
- Built techno-economic analysis models benchmarking costs vs. traditional and emerging methods
- Delivered go-to-market brief and financial models used by founding team for pilot partnerships

Product Manager — Customer Data Platform | GE Vernova, Chennai, India | July 2020 - July 2025

- Drove +12% ARR and +500 bps margin uplift by defining scope, writing 30+ user stories, and shipping Salesforce-based upsell workflows for \$50M product line
- Improved activation 8%-15% by mapping workflows, conducting 40+ customer interviews, and shipping targeted UX changes; instrumented funnel metrics to identify bottlenecks
- Defined GTM strategy (SWOT, personas, competitive analysis) influencing roadmap across Product, Marketing, and Sales teams
- Owned end-to-end product delivery (discovery, specs, prioritization) for B2B SaaS platform serving 10k+ users; aligned cross-functional teams on tradeoffs

EDUCATION

MEng, Industrial Engineering & Operations Research — University of California, Berkeley | May 2026

Focus: Agentic AI, Machine Learning, Reinforcement Learning

Leadership: Co-Lead, Product Management Affinity Group

BTech, Electrical & Electronics Engineering — SRM University, Chennai, India | May 2020

PROJECTS

Sentinel — Multi-Agent Evaluation Platform | MEng Capstone | 2025–2026

- Designing evaluation framework for multi-turn LLM agent systems with failure taxonomies, regression testing, and reliability metrics for production deployment
- Building prompt flows and evaluation datasets to test agent reliability across complex multi-turn workflows
- Collaborating with industry partners to validate production requirements and evaluation methodologies

Picksy — AI Shopping Assistant | Team Lead | Fall 2025

- Led product from user interviews → problem validation → MVP design in 12-week timeline
- Conducted user research identifying decision fatigue in pre-purchase shopping, designed AI recommendation system
- Managed cross-functional team delivering budget-aligned product discovery tool

SKILLS

Product: User research, requirements gathering, roadmap planning, prioritization, stakeholder management, GTM strategy

Technical: Python, SQL, data analysis, API integrations, AI development (Claude, Cursor, Copilot, Lovable)

AI/ML: LLM evaluation, multi-agent systems, reinforcement learning, optimization, data pipelines

AWARDS

MEng Scholarship (UC Berkeley) | JN Tata Endowment Scholar | K.C. Mahindra Scholar | 4× Leadership Awards (GE)