ISHIR VASAVADA

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Product manager with 6+ years building platform and data products at Zuora, OneTrust, and Ecodrop, a startup I co-founded. Currently on Zuora's Platform Foundations team, responsible for the $20MM ARR Extension Studio portfolio and building end to end with AI tools alongside engineering. My experience spans developer platforms, data infrastructure, and responsible AI.

PROFESSIONAL EXPERIENCE

Senior Product Manager, Platform Foundations, Zuora Atlanta, GA | 08/2022 – Present

- Owned strategy, roadmap, and delivery for the $20MM ARR Extension Studio portfolio, the developer-facing layer of Zuora's platform (Custom Logic, Decision Tables, JS functions, decision trees), supporting Zuora's Gartner Leader placement
- Launched Agentic Custom Objects, Custom Fields, and Rules Engine, bringing LLM agents into customer workflows with 80%+ adoption and 3x faster implementation, after first proposing in-app AI agents to senior leadership in January 2023
- Built the Central Metadata Repository (CMR), the data model behind every product team's objects, holding millions of records across custom fields, standard fields, and rules, including dynamic pricing for Commerce catalog
- Shipped the Data Retention suite, archiving and purging infrastructure for tenant data built with Legal and Privacy, saving $2MM a year; led the Japan Data Center launch with Security and Infrastructure, enabling $15MM in deal flow

Co-Founder, Product & Strategy, Ecodrop Technologies Atlanta, GA | 08/2019 – 07/2023

- Founded a recycling marketplace that grew to 10,000+ users, 15+ merchant partners, and 4 institutional customers at $8.5K MRR; raised $200K+ through the Techstars and AWS accelerators
- Led discovery through launch of a React Native app using computer vision, a companion reverse vending machine, and a merchant-funded rewards program
- Led a cross-functional team of 5 engineers and designers, and shipped a web analytics tool alongside the mobile app

Product Manager, OneTrust (Series C Scaleup) Atlanta, GA | 11/2021 – 06/2022

- Launched Data Governance and Responsible AI products to 3,500+ enterprise customers with legal, privacy, and engineering teams; improved team shipping velocity by 35% through structured sprint planning and clearer technical requirements
- Developed the upsell strategy for the Privacy by Design Object Store within OneTrust's $50MM OnePlatform offering, generating $5MM+ in incremental revenue and improving retention through tiered storage plans

Technology Consultant, Capgemini Atlanta, GA | 11/2020 – 11/2021

- Directed technical strategy for the virginvoyages.com replatform to Next.js and GraphQL, achieving a 2.2x improvement in site performance and reducing user churn
- Managed client stakeholders through delivery, earning high CSAT scores and securing $10MM+ in project renewals

Private Wealth Management & Advisory Intern, Goldman Sachs Atlanta, GA | 07/2018 – 06/2019

- Supported financial analysis and portfolio strategy that added 100–125 basis points to investment returns and reduced tax liabilities by 10%+ for high-net-worth clients

PROJECTS

Conserve: React Native recycling app using a cloud computer vision API to identify recyclables for a reverse vending machine
Recognito: Web app using JavaScript and RNN models for real-time audio and video transcription and media search
Utility Construction: Built a blueprint vision agent and a multi-agent cost-control system for a $1M+ revenue construction firm

EDUCATION

Bachelor's Degree - Finance & Computer Information Systems, Georgia State University (Robinson College of Business)
Honors: President's List, Dean's List (all semesters), Shulman Academic Scholar, Finance Honors, Digital Learners to Leader program winner, Main Street Entrepreneurship Fund grant awardee

SKILLS & EXPERTISE

Product: Product Strategy & Roadmaps | Discovery | Prioritization | Cross-Functional Leadership | GTM Strategy
Platform & Data: API Design | Integrations & Extensibility | Data Lifecycle & Residency | A/B Testing | OKRs | SQL | Amplitude
AI: Agentic Workflows & Tool Use (MCP, Claude Skills, Loops) | LLM Evals & Guardrails | Prototyping (Claude Code, Replit, v0)
Tools: Jira | Figma | Salesforce | GitHub | Glean | AWS Bedrock | Firebase

RECOGNITION

Certifications: Certified Scrum Product Owner (CSPO) | Product Analytics (Product School) | SAFe 5 Agile | Agentic AI (Andrew Ng) | AWS Certified AI Practitioner | Azure AI Fundamentals (AI-900)
Patent: U.S. Patent Pending No. 63/502,475 – Systems and Methods for Waste Management Using a Mobile Application