

Giridhar Villiambakkam Chakravarthi

Product builder with 10+ years across product management (6 years) and engineering with a focus on developer ecosystems. High agency leader driven by customer focus, empathy and bias toward action.

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EXPERIENCE

Postman - Senior Product Manager, *Jan 2021 to Present (4.5 years) | Remote, India*

- **Building the best in class, feature rich API Client** by deeply understanding user needs and building differentiated capabilities from advanced scripting, seamless API Authorizations, multi protocol support, and more that **created significant competitive advantages**. Achieved this through continuous feedback loops across GitHub Issues, customer calls, and community engagement.
- Identified advanced scripting as untapped competitive advantage and launched Package Library and later NPM support in Postman, capturing **20% workflow adoption** and **first-mover positioning**. Presented Package Library at [POST/CON 2024](#) to 200+ developers.
- Identified Enterprise security as a key growth blocker and **Introduced Bring Your Own Key (BYOK) encryption** to secure sensitive data for enterprises.
 - **Unblocked ~\$10M ARR pipeline** and enabled sales to target security-conscious enterprises.
 - Led cross-functional alignment across Product, Infra and Security; featured in [Business Wire](#).
- Drove Postman's shift to collaboration-first platform by [sunsetting Scratchpad](#), making collaboration central to product value and enterprise growth.
 - Drove sustained double-digit growth in sign-ups and weekly active users.
 - Proactively addressed enterprise and community concerns through clear messaging, feature alternatives and a transparent roadmap.
 - Influenced Postman's enterprise roadmap by exposing security gaps from this shift, resulting in foundational investments like Postman Vault.
- Demonstrated cross-functional leadership by **driving both product and engineering** for 8 engineers, ensuring product impact, delivery continuity and team morale through a 2-year EM gap.
- Identified and drove a critical sign-up funnel leak beyond my scope, leading to a **sustained 20% increase in weekly sign-ups**.

Zoho Corporation - Member Technical Staff, *May 2013 to December 2020 | Chennai, India*

Product Management - Catalyst, A serverless developer platform, *Feb 2019 to Dec 2020*

- **Founding PM** for [Catalyst](#) - drove end-to-end product launch from pre-sales to GTM execution, securing analyst relations and [TechCrunch](#) coverage. Bootstrapped ecosystem by nurturing first 100 ISV partners pre-launch in the competitive serverless market.

Developer & Product Manager - Zoho Apptics, *June 2017 to Feb 2019*

- Built a privacy-first mobile analytics tool from hackathon concept to internal product, securing Zoho as first customer across 40+ mobile apps before its public launch as [Zoho Apptics](#).

EDUCATION

Bachelor of Technology, Information Technology - 2009 - 2013 - Rajalakshmi Institute of Technology