

# Tushar Sharma

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## SUMMARY

Product analytics engineer with 7+ years of experience across data engineering, product analytics, and product management. Experienced founding data hire who has stood up analytics infrastructure, self-serve tooling, and measurement frameworks from scratch at an early-stage AI startup. Proven ability to partner with product, engineering, finance, and sales leadership to translate raw data into trusted, scalable data products that drive strategic decisions.

## WORK EXPERIENCE

**Product Data Analytics Engineer (Founding)**, Supio, Seattle, WA, USA

Sep 2024 – Present

- **Founding Analytics Function:** First dedicated data hire at an early-stage AI SaaS startup. Established the company's analytics infrastructure, data pipelines, and self-serve tooling from the ground up, enabling data-driven decision-making across Product, Engineering, Revenue Operations, and Finance.
- **PM Intelligence Tool:** Built and shipped an AI-powered CLI tool for the Product Management team using the Claude API, integrating data from Gong, Slack, Notion, and Intercom to surface customer intelligence PMs previously had no direct access to. Designed multiple AI agents and skill-based workflows including signal detection, data analysis, PRD generation, weekly brief preparation, and codebase exploration. Adopted by all PMs as part of their daily workflow, reducing customer research time by an estimated 60% and cutting PRD drafting from hours to minutes.
- **Billing & Revenue Data Infrastructure:** Led development of an internal billing automation tool using HubSpot, AWS Glue, and Mode Analytics, ensuring accurate revenue recognition and billing operations. Built an ETL data pipeline to generate invoices, reducing manual effort by 75% annually and enabling seamless handling of \$15M in annual revenue.
- **Event Instrumentation & Product Analytics:** Designed event taxonomy and tracking plans, partnering with Engineering to instrument custom events across features in Fullstory. Audited tracking quality, identified gaps, and expanded instrumentation from new features to full product-wide coverage. Analyzed activation, conversion, and retention funnels to surface UX friction points and inform product roadmap priorities.
- **Product & User Insights:** Partnered with product teams to analyze usage patterns, feature adoption, and user behavior through cohort-based retention and churn analysis. Built automated dashboards and reporting pipelines for real-time visibility into account-level engagement. Delivered strategic recommendations that increased feature adoption by 15% and enhanced user engagement by 20%.

**Analytics Lead, Product Management**, Amazon Web Services, Inc., Seattle, WA, USA

May 2020 – June 2024

- **Data-Driven Investment Qualification Platform:** Architected a startup analytics platform integrating data from PitchBook, Crunchbase, CBInsights, and Dealroom to assess startup funding, GTM signals, and market fit to power targeted AWS credit investment decisions aligned with startup growth potential.
- **Scalable Discount Strategy & Retention Analytics:** Created scoring models and segmentation logic to qualify startups for discount programs. Built cohort-based retention and engagement analyses to track credit utilization over time, identifying churn signals and informing program interventions that directly influenced credit allocation decisions, increasing program efficiency by 30%.
- **Revenue Routing Strategy Optimization:** Facilitated cross-functional collaboration between Revenue and Sales Operations by defining aligned KPIs, building data pipelines and dashboards leveraging Redshift and Python. Developed a Tableau dashboard that proposed correct customer mappings, leading to discovery of \$82 million in unmanaged revenue year-to-date.
- **Semantic Layer Design & Self-Serve Enablement:** Partnered with Finance, GTM, and Operations to standardize 40+ KPIs by integrating Salesforce, billing, and external data into a centralized semantic layer. Transformed raw warehouse tables into business-ready entities, enabling scalable self-serve analytics and reducing ad-hoc reporting by 35%.

**Data Engineer**, Perficent Inc., San Francisco, CA, USA

Aug 2019 – Apr 2020

- **Healthcare Data Pipeline & Model Optimization:** Orchestrated cross-functional collaboration for requirement gathering and utilized SQL, Python, and shell scripting to optimize healthcare data pipelines, improving operational efficiency by 20%. Revamped data models using Kimball dimensional techniques, reducing processing errors by 25% and securing compliance approval from key stakeholders.

**Business Intelligence Analyst**, ADL Group, Mumbai, MH, India

Sep 2016 – Jul 2017

- **Efficient and Intuitive Dashboards:** Optimized T-SQL stored procedures and designed Tableau dashboards to track business KPIs, enhancing query performance by 30% and driving a 20% growth in customer acquisition.

## EDUCATION

**Master of Science, MS, Information Management, Syracuse University, Syracuse, NY, USA | GPA: 3.79/4**

Aug 2017 – May 2019

**Bachelor of Engineering, BS, Computer Engineering, University of Mumbai, Mumbai, MH, India | GPA: 3.75/4**

Aug 2013 – May 2016

## TECHNICAL SKILLS

**Programming Languages & Cloud:** Python, Shell Scripting (Unix, Bash), GitHub (git), PySpark, AWS, GCP, Azure

**Databases:** SQL Server, PostgreSQL, MySQL, dbt, Airflow, Databricks, Snowflake, RDS

**BI, Product Analytics & AI:** Tableau, QuickSight, Advanced Excel, Power BI, Looker, Mode, Hex, Sigma, Fullstory, Claude Code, Cursor