

Sai Krishna Bolla

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Product manager who ships fast. 6+ years building mobile apps (12× adoption), API platforms (5× faster integration), billing + analytics systems from 0→1. Scaled ISP to 1500+ B2B customers, gaming platform to 100K+ daily users.

EXPERIENCE

Product Lead, TruWeather Solutions, USA

02/2024 – Present

Own the company's first mobile and API product lines from concept through adoption, leading product, engineering, and GTM in a lean environment.

- Identified untapped market opportunity; secured executive buy-in and solo-built iOS & Android ecosystem from concept to launch in 6 months; achieved **12× higher adoption** than existing web platform (truweatherv360.com).
- Rebuilt API experience from fragmented Swagger docs into an enterprise-grade portal (10-language code samples, SDKs, monitoring, analytics), cutting partner integration time 5× and securing **Fortune 500 adoption**. (docs.v360weather.com)
- Led end-to-end GTM strategy (onboarding flows, landing pages, and marketing) driving a **20× engagement lift**.
- Supported ~**\$50M** federal bids (NASA, FAA); worked with CEO to deliver custom solutions for **60+ global B2B clients**.
- Owned pricing, billing portal, and UX modernization; aligned executives on product roadmap and strategic priorities.
- Managed sprint planning, product roadmap, cross-functional coordination across engineering, ops, data science teams.

Consultant, NYS Science & Technology Law Center, USA

05/2022 – 08/2023

Advised 20+ founders on IP strategy and commercialization; coordinated legal, technical, and market research teams.

- Delivered IP & market assessments that compressed launch timelines from **18+ months to ~2 months**; reduced associated costs up to 70%.
- Authored data privacy guidebook adopted across startups to de-risk data-driven launches.

Product Manager, Vennela Networks, India

08/2020 – 12/2021

Launched an Internet Service Provider (ISP) from 0→1 during the pandemic, leading strategy, infrastructure, and monetization.

- Grew from 0 to **1500+ B2B clients** and ₹2.5M ARR in <12 months with 94% customer satisfaction.
- Increased **ARPU by 65%** via hardware bundling, tiered pricing & A/B testing. (vennelanetworks.com)
- Led technical architecture decisions and built automations reducing deployment time by 50% and maintenance costs 40%

Founder & Head of Product, Bolla Group, India

06/2017 – 12/2021

Built one of India's largest gaming platforms (12 global partners, 150+ developers, 750+ gaming titles) and first vernacular website builder, serving consumers and SMBs.

- Scaled to 100K+ DAUs across 6 countries** with D1 45% / D7 28% retention and ₹2M ARR in early growth. Reduced CAC by 42% via optimized acquisition channels.
- Enabled 30K+ users and SMBs in non-English regions to establish online presence. Managed multi-product roadmap including gaming, hosting, domains, SEO tools, and SMB website builder.
- Nominated '**Top 50 Tech Visionary**' at 19 for contributions to the tech industry. Exited in 2021.

SKILLS

Technical: React Native (Expo), Node.js, Next.js, TypeScript, Python, JavaScript, SQL, Docker, PostgreSQL, Git, API Development, SDK Development, MCP Servers, Cloud (AWS, GCP, Oracle)

Tools & Platforms: Stripe, DataDog, Jira, Figma, RevenueCat, Amplitude, Mixpanel, Statsig

Product Management: 0→1 Product Development, Roadmap Planning, Sprint Planning, Stakeholder Management, Developer Experience, Product-Led Growth, Pricing Strategy, GTM Strategy

Growth & Analytics: A/B Testing, Product Analytics, User Research, Retention Optimization, AARRR Metrics

Certifications: IBM Data Science Professional, **Certified Scrum Master (CSM)®**, **Project Management Professional (PMP)®**

EDUCATION

Syracuse University, School of Information Studies, Syracuse, NY

12/2023

Master of Science in Information Systems | Certificate of Advanced Study: Data Science | GPA: 4.0/4.0