

Shashank Shekhar Singh

Product Leader — AI, crypto/fintech, travel and CPaaS

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Product leader with 8+ years building and scaling 0–1 B2C and B2B products across AI, travel, fintech, Web3/crypto, and CPaaS, combining product strategy, technical execution, and growth.

EXPERIENCE

Product Lead · DG3 Terminal · Prediction Markets Apr 2026 – Present

- Built a prediction-markets trading terminal from 0 to \$5M+ in monthly trading volume in under 3 months, with sub-500ms execution latency
- Partnered with engineering on low-latency order matching and liquidity aggregation across 25+ sportsbooks
- Owned AI/ML-powered search and ranking across fixtures, markets and sports, reaching 98% coverage and reducing zero-result searches to below 5%

AI Product Consultant · Automa AI · AI Automation Aug 2025 – Mar 2026

- Built voice- and LLM-based customer operations with Retell, Vapi, RAG, n8n and WebRTC; food-order automation handled 10,000+ daily interactions, reducing manual order-taking by 68%, errors by 25% and response times to under 5 seconds
- Built booking and appointment workflows that cut response times from 6–10 hours to under 10 seconds, increased retention by 18%, reduced manual bookings by 40% and saved 30% of staff time

Head of Product & Operations · Huddle01 · B2B Developer Tools & B2C Platform Apr 2021 – Aug 2025

- Led product strategy and 0 → 1 delivery across a CPaaS platform, APIs and SDKs, scaling to 160K+ users, 80K+ app downloads, 600M+ minutes consumed and \$2M+ revenue
- Built token incentives, node and delegation flows, data pipelines, dashboards and automation for a decentralized bandwidth network; grew the team to 30+ and the network to 2,700+ node operators, delivering 10+ launches

Product Manager · Wizely · Savings and Investments Oct 2020 – Mar 2021

- Owned the growth roadmap for savings products, improving onboarding, habit loops and conversion to increase weekly active savers by 30% and product conversion by 15%

Product Marketing Manager – APAC · Wego · Travel Aug 2018 – Aug 2020

- Built lifecycle campaigns and personalised retention journeys across 7 APAC markets, improving conversion 8x and app activation by 27%; push-led journeys drove 20% of bookings

Business Analyst · Traveltek · Travel Technology Jun 2017 – Jul 2018

- Translated airline, cruise, GDS and hotel workflows into portal specifications and API/XML integrations, supporting \$25M+ in booking transaction volume and reducing resolution time to under one day

EDUCATION

B.E., Computer Science · LNMIIT (The LNM Institute of Information Technology), Jaipur 2013 – 2017

SIDE PROJECTS

- Pawnc** **LIVE** A chess learning app that explains the reasons behind moves instead of asking players to memorise them.
- Stashie** **WORK IN PROGRESS** A neobank concept bringing savings and investments across equities, crypto and DeFi into one view.
- Den** **NOT LIVE** A livestream-native attention marketplace with in-stream prediction markets and fan tools (2025). Named among Coinbase's Top 10 Projects, presented at Devcon Argentina 2025, and reached 1,500+ users and \$2,000+ revenue in private beta.

SKILLS

Product	Product strategy, 0–1 development, Roadmaps, Discovery, User research, PRDs, UX, Experimentation, GTM, Cross-functional leadership
AI and Systems	LLM workflows, RAG, Voice AI, AI/ML search and ranking, Semantic/vector search, n8n, Retell, Vapi, WebRTC, APIs/SDKs, Trading systems, Order books
Growth	Activation, Retention, Conversion, Lifecycle marketing, North-star metrics, SQL, Python
Web3	Smart contracts & wallets, Tokenomics & incentives, Prediction markets, DePIN & node networks, Onchain analytics
Tools	Figma, Linear, Jira, Notion, Lovable, GitHub, Postman, Supabase, Firebase, Convex, Vercel, LiveKit, Python, REST APIs, SDKs, SQL, Mixpanel, PostHog, Google Analytics, Microsoft Clarity, WebEngage, CleverTap, HubSpot, AppsFlyer, Google UAC, Claude, Claude Code, n8n, Retell AI, Vapi, MCP, Ethereum, Base, Privy, Farcaster, Etherscan, Dune, Clanker, WalletConnect