

ANKITA MATHUR

ankitamat10@gmail.com | [Medium](#) | [LinkedIn](#)

Staff PM with 9+ years building data products, from founding-team to enterprise scale; enjoy going deep on hard ambiguous, technical problem; currently building data platform powering AI applications

SKILLS

- **Skills:** 0-to-1 product development, Cross-functional product leadership, AI Evals & Observability, Systems thinking.
- **Tools:** Claude Code, Cursor, n8n, [MCPs](#), REST APIs, LLM Agents, SQL, Python, Snowflake, Mixpanel

WORK EXPERIENCE

Clari/Salesloft: AI-powered Revenue Platform; leader in Revenue Collaboration & Governance

Staff Product Manager (Promoted from Sr. Product Manager)

Oct 2024 – Present

- **Scaled Ask Clari from alpha to 500+ active users in 3 months**, by defining agent behavior, and built the **eval + observability framework** that eliminated deterministic answer-quality failures (missing citations, null responses, metadata gaps) and reduced qualitative failures like mis-attribution and verbosity by ~50%.
- **Unlocked conversational intelligence (CI) data as input for Ask Clari, powering 80% queries.** Customers wanted to ask questions across their call, meeting, and email data; shipped CI as a reusable MCP tool so Ask Clari and future AI features can leverage it without rebuilding the integration.
- **Scaled External Data Platform, to reliably ingest 5M+ records/day** via Snowflake, S3, Gong, Glean, etc., enabling enterprise customers like Cisco, HPE, Datadog, etc. to bring their non-CRM data, ensuring AI and other features are grounded in customer-specific context. Now extending it with a standardized eventing + signal layer - a unified source AI features can publish to and consume from.

Houseware (now LaunchDarkly): Warehouse-native product analytics platform

Growth Product Manager

Nov 2022 – Sept 2024

- **Led the rip-and-replace play (Amplitude to Houseware)** migrating a 500-MAU fintech onto our warehouse-native stack; cutting their analytics cost ~60% (cloud-only pricing + far lower maintenance overhead); codified it into a **reusable migration playbook** that landed 2 more enterprise fintechs and unlocked the segment (~\$150K combined ARR).
- **Drove adoption across all Houseware customers** by owning post-sales relationships from ICs to executive sponsors, driving expansion in two of three largest accounts.
- **Prototyped an A/B-testing agent that ran experiments** directly on the customer's data in Snowflake, no data movement required, extending the platform from product analytics into feature experimentation.

Sundial: Automated product insights for decision-making, **joined as one of the first 10 employees**; co-founded by Julie Zhuo & Chandra Narayanan (both ex-Meta)

Product Data Scientist

May 2020 – Sept 2022

- **Designed and shipped the subscription analytics module from concept to production code**, solving fragmented churn, retention, and cohort views for B2C customers (PicsArt, Wish, Citizen).
- **Launched Advanced Analytics for B2C customers (trends, seasonality, driver analysis, growth-phase detection on the S-curve)**, shipping algorithms, debugging production code, operating as a PM-engineer hybrid well before AI coding tools.
- **Defined the 1-year product strategy**, as part of the founding data-science team partnering with founders on focus segments, and growth targets.

Atlan: Enterprise Data Catalog; Leader in the 2026 Gartner Magic Quadrant for Data & Analytics Governance

Forward Deployed Product Manager

Jan 2018 – Jan 2021

- **Scoped, defined, and launched Atlan's data catalog deployment at HUL (Fortune 500 FMCG)** - drove migration and connection of their legacy SAP reports, BigQuery tables into a queryable, indexed data catalog in Atlan; took the engagement from a design partnership to a multi-year enterprise contract, making it Atlan's flagship enterprise case study.
- **Translated customer workflows into product** - that helped Sales, Finance, and Marketing teams automate data transformations and metadata enrichment.
- **Drove adoption across the customer org** - 10+ workshops, 100+ users trained, "Humans of Data" newsletter grown to 2000+ at 30% open rate; set up product observability that cut time-to-resolve bugs by 60%.

SocialCops (now Atlan): Tech Pioneer at World Economic Forum 2018

Lead Data Analyst

Jan 2017 – Dec 2017

- **Led a data team of 5** building data products for the Government of India and UN India;
- **Cut data lifecycle time by 50%** with Airflow / Presto / Python pipelines;
- **Represented and spoke about our data team's work** at industry forums hosted by the Government of India and UN India.

EDUCATION

KING'S COLLEGE LONDON - London, UK

MSc in Development Economics

Aug 2015 – Sep 2016