

Shubham Singhal

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EDUCATION

UCLA Anderson School of Management

Los Angeles, USA

M.B.A., Full-Time Program

June 2028

- Specialising in Technology Management with a focus on Product Management, AI Strategy and Data-Driven Decision Making
- Member: AnderTech Club (Business Technology Club), Entrepreneur Association

Birla Institute of Technology & Science (BITS) Pilani

Goa, India

B.E. (Electronics & Instrumentation) | M.Sc. (Chemistry)

Jul 2021

- Ranked in the top 5% of a class of 300
- Core Team Member, Spree, India's largest inter-college sports festival

EXPERIENCE

Qwipo

Hyderabad, India

Buyer and Seller Network Participant on ONDC (Open Network for Digital Commerce), a decentralised open e-commerce protocol developed by the Government of India

Product Management Intern (Pre-MBA)

April 2026 - June 2026

Product Design & 0-to-1 Development

- Led end-to-end product design for the Product Store, a central SKU catalog for Qwipo's B2B marketplace, reducing distributor onboarding time from 1 day to 30 minutes by replacing manual entry with pre-enriched catalog import
- Translated ambiguous requirements from the CEO and business team into build-ready specs, authoring a PRD and an 8-swimlane diagram spanning 4 personas
- Partnered with the tech team through implementation, scaling the platform to 20K SKUs across 35 brands, with 5 brand managers independently managing their own catalogs

AI-Native Product Development & Tooling

- Redesigned the team's product design process by introducing AI-assisted prototyping with a GitHub to Vercel deployment pipeline, enabling a 5-member product team to collaboratively build and iterate on the same prototype in real time
- Integrated a MCP server into the product workflow, connecting prototypes and PRDs to generate detailed user stories which shortened the design cycle by 4 days
- Provisioned a dev database which enabled the product team to independently build and ship smaller, standalone tools without tech team involvement

PayPal

Software Engineer 2

Software Engineer 1

Software Engineer Intern

Bengaluru, India

Feb 2023 - April 2026

July 2021 - Feb 2023

Jan 2021 - June 2021

Scalable Data Platforms for Financial Decision-Making

- Owned development of scalable batch pipelines and services for a FinOps platform managing \$250M+ in annual cloud spend, powering reports for 1,200+ engineering and finance leaders to enable data driven decision making
- Engineered a tailored Cloud Recommendations Engine to identify team-specific inefficiencies for 1000+ global teams, enabling targeted optimisations across 50 business units

AI-Powered Platform Development

- Defined the Product Roadmap and led the development of a scalable internal platform that automates cloud optimisation recommendations adoption through AI-generated GitHub Pull Requests, enabling seamless implementation directly into user codebases while improving execution speed and engineering efficiency
- Drove a projected 2x increase in recommendation implementation rates while reducing manual effort by 50%

Cross-functional Technical Leadership

- Spearheaded a cross-functional GenAI initiative to optimize PayPal's data infrastructure, collaborating with 12+ stakeholders across engineering, infrastructure, and analytics to identify cost inefficiencies and opportunities
- Leveraged Google's Gemini LLM to generate actionable insights and automate follow-up actions, improving adoption rates of recommendations by customers by approximately 20%

ADDITIONAL

- *Product Builder:* Independently built and scaled Bolkar, a speech-to-text app for Indian languages, from concept to 700+ Play Store downloads, reaching 20 daily active users and 200+ sessions per day
- *Technical Skills:* Agentic AI, MCP, LangGraph/LangFlow, GoLang, Python, SQL, GCP, BigQuery, API Integration
- *Product & Strategy:* Product Discovery, User Journey Mapping, PRDs, Stakeholder Management
- *Volunteer:* Software Engineer & Product Manager (Volunteer), KindKart, a transparent donation platform providing grassroots NGOs across India with daily essentials
- *Hackathon Winner:* Led a 5-person team to build an AI agent in 48 hours using LangFlow and custom MCP servers for natural-language access to cost trends and optimisation insights; placed 2nd among 120+ participants, recognized by PayPal's Senior Vice President