Kunall Gupta

Experienced individual with a proven track record of delivering high-impact products

◎ Vilnius, Vilnius City Municipality, Lithuania

Languages

English

About

10+ years of

BRANDS WORKED WITH

Atlassian   Citrix   NALA Payments   TransferGo Systems

Experience

Product Lead

NALA Payments | Oct 2022 - Now

NALA is an YC'19 - London-based fintech company which deals in digital payments and cross-border remittance solution.
•1st PM hire, leading product; moving $150M/year in digital & remittance payments across UK, US, EU.
•0   1 EUR/USD wallets (save/spend/withdraw) & scaling new business to $3.7M/Month.
•Expanded in EU within 6 weeks of taking over. Grew activation by 19% and retention by 16%.
•0   1 UK-Nigeria remittance service adding 6K customers MoM; Grow revenue by 24%, revamped complete consumer experience on mobile & web-app. Mentor & coach product managers.

Senior Product Manager III

TransferGo Systems | Mar 2021 - Jul 2022

TransferGo is a London-based fintech company which mainly deals in cross-border remittance solutions.
•Lead the B2C product line serving 4 million users globally Mobile app & Web application.
•Built wallets enabling customers transfer £6M MoM & gradually mature into a Neobank product.
•Activations grew by 25% and habituation by 19%. Establish teams ground-up & OKR/KPI respectively.
•Grew B2B segment monthly revenue by 30% at (zero) CPA within the 1st quarter of taking over. Lead 2 cross functional teams & managed 3 product managers (Mentoring/Coaching)

Sr. Product Manager

Atlassian | Jun 2019 - Feb 2021

Atlassian is a software company that develops on-premise, Cloud & SaaS solutions- Mobile, Web-app, B2B2C, B2B, Java.
•Build & simplify migration journey from on-premise to Jira cloud, growing revenue by 26%.
•Reduced funnel drop by 6.4% Jira server 8.x, new features helped us improving NPS by 1.5%
•Enable to self-serve on customer portal reducing $1.5M in ops & improving customer experience.
•Released Jira polling feature acquiring 19K signups with 8000 daily active users post six weeks.

Product & Engineering roles

Citrix | Sep 2013 - Jun 2019

Citrix provides server, application and desktop virtualization software- open-source, IoT, Web-app, B2B, B2B2C, B2C.
•Built and scaled the Citrix workspace app to 1+ Million users in less than 8 months.
•Platform adoption increased by 25% YoY & revenue by 20% for CwfLinux and CwfMac BU.
•3x speakers at Citrix & Tech Summit (Florida & Poland) addressing 5k attendees.
•Able to close 10 B2B deals in three months along with tech readiness, adding revenue of $500K.

Education & Training

2020 - 2021   ●   **DUKE UNIVERSITY**

Master of Management,

2009 - 2013   ●   **Punjab University**

Bachelor of Engineering,