

ANSHUL SHRIVASTAVA

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PROFESSIONAL SUMMARY

Product-focused professional with 5+ years of experience building and scaling identity and platform systems at PayPal, impacting 400M+ users and driving \$25M+ in revenue uplift and risk mitigation. Led initiatives across fraud, authentication, and checkout to improve conversion, security, and user experience in collaboration with cross-functional teams and external partners

EDUCATION

Johnson Cornell Tech (SC Johnson College of Business)

Master of Business Administration (STEM Designated), Merit Scholarship, GMAT FE: 645

Leadership: Vice President, AI Product Management Club | President, Running Club | Student Ambassador | Course Assistant

New York, NY

May 2026

Birla Institute of Technology and Science, Pilani

Bachelor of Engineering in Computer Science (Honors), GPA: 8.2/10

Master of Science in Chemistry (Honors)

Goa, India

Aug 2021

Aug 2021

SKILLS & CERTIFICATIONS

PM Skills: Product Strategy, Roadmapping, Stakeholder Management, Product Lifecycle (PDLC), Product Analytics, A/B Testing, UX

Technical & AI Competencies: GenAI, LLMs, Prompt & Context Engineering, RAG, AI Evals, SQL, Python, APIs, JIRA, Figma, Looker

Certifications: MOOCs in Product Management & Consulting - Strategy, Lifecycle Management, Hypothesis-Driven Problem Solving

PROFESSIONAL EXPERIENCE

PayPal

Bangalore, India

Software Engineer 2 (Project Lead) - PayPal Props Award (<5% of employees)

Dec 2023 - May 2025

- Owned the fraud risk mitigation workstream by diagnosing attack vectors, benchmarking leading U.S. vendors (DataDome, Radware), and deploying AI-powered security solutions, securing PayPal's 400M+ users and ~\$20M in annual revenue
- Led a 3-member cross-functional team to scale passkey adoption by identifying drivers of login friction and running A/B-tested experiments to improve accessibility, increasing checkout conversion by ~100bps and generating \$1.8M in revenue
- Led execution for a 10-member cross-functional team (Scrum Master), owning sprint planning and prioritization, defining and tracking KPIs to accelerate team velocity by 15% and reduce live issue resolution time by 20%
- Drove improvements in Meta billing agreement checkout journeys by analyzing sign-in drop-off drivers and streamlining authentication flows, increasing completion rates by 3% and unlocking ~\$1M in potential revenue
- Averted \$0.5M in international tax risk by crafting compliant customer journeys aligned with Australian Tax Office requirements

Software Engineer 1, Identity Platform

July 2021 - Dec 2023

- Launched a passkey-based authentication experience with a 5-member cross-functional team by building a plug-and-play platform capability to address customer retention challenges, elevating user experience and unlocking \$5M in annual revenue
- Executed integration of UK-based Zettle merchants onto PayPal's identity and KYC platform by aligning onboarding flows and coordinating cross-functional dependencies, enabling a ~\$3M annual revenue opportunity
- Led a 2-member team to resolve login performance measurement gaps by refining metrics and developing dashboards to reflect true customer experience and addressing bottlenecks, improving KPI accuracy by 65% and enabling better prioritization
- Authored test cases, documentation, and rollout plans for 4 web applications, reducing developer effort during launches by 30%
- Won hackathons (50 teams, 250+ participants), leading a 5-member team to build an NFC-based authentication solution reducing login friction, and a web app for SMBs; earned a \$1K spot award for innovation and best API integration recognition

Software Engineer Intern, Checkout

Jan 2021 - July 2021

- Streamlined checkout and payment issue resolution by building a data-driven web application, enabling Technical Account Managers to troubleshoot merchant issues 20% faster and cutting down manual effort by 35%

BNY Mellon | Graduate Summer Associate

Aug 2020 - Dec 2020

- Accelerated product delivery by automating and migrating testing processes, cutting down regression cycles by 60% and improving time-to-market for new features by 25%

PROJECTS

Product Manager, Google | Cornell Tech BigCo Studio

Jan 2026 - Present

- Advising Google Cloud's CISO office on redesigning compliance for regulated industries, developing an AI-driven solution to automate compliance auditing across complex cloud environments - accelerating time-to-compliance

Pro Bono Consultant, Everon Energies

Aug 2024 - Sept 2024

- Developed a business expansion strategy through market and financial analysis, projecting \$30K-\$40K in annual revenue per franchise; recommended integration of a government-endorsed solar application to streamline operations and project tracking