

# VISHAL MATHUR

vmathur.com  
vishmathur5@gmail.com  
[linkedin.com/in/vishmathur](https://www.linkedin.com/in/vishmathur)

## Overview

Vishal is a product manager with 10 years of experience leading 0-to-1 products. His experience includes building security and compliance products in crypto, and productivity tools for Fortune 500 companies.

- Led engineering and design teams in ambiguous and nascent spaces
- Deep expertise in analyzing product usage data to identify trends and insights to drive product strategy
- Experience engaging with IT leaders at small and large companies to identify needs to inform product roadmap

## Personal Projects

### Farcaster mini apps

- Built 4 crypto mini-apps on Farcaster, winning 2 hackathons and earning over \$1k

### TEALS

- Taught Python to 20+ adult students at 2 community colleges, helping students gain technical certification to make career changes

### Hack the North

- Co-founded the organizing team for Canada's largest hackathon. Returned to judge hackathon teams

## Education

### University of Waterloo

*Systems Design Engineering, BSc (2016)*

### Coursera

*Deep Learning specialization*

- Completed 15 weeks of lectures and assignments across 5 courses to learn neural networks fundamentals

## Work Experience

### Magic Labs

*Lead Product Manager  
Senior Product Manager*

**Seattle, WA**

*Feb 2024 – Present  
Jan 2023 – Jan 2024*

*Led a team of 10 engineers and 1 designer to ship 0-to-1 products in the authentication and crypto wallet space*

- Closed and retained \$200K+ in enterprise revenue by delivering critical authentication, wallet security, and admin controls for strategic customers
- Led 0-to-1 development of developer-facing compliance and payments infrastructure, driving thousands of dollars of new ARR.
- Shipped account protection features across SDK and dashboard surfaces, safeguarding 100K+ end-user accounts while minimizing onboarding friction.
- Launched a transaction security platform for autonomous agents, introducing policy controls and guardrails that protected thousands of users across \$15M+ in transaction volume

### Dapper Labs

*Senior Product Manager*

**Seattle, WA**

*July 2021 – Dec 2022*

*Product manager for NBA Top Shot, a category-leading web3 product with over \$1B in transactions.*

- Developed a mechanism for reserving and purchasing collectibles responsible for over \$1M in sales while also reducing the average user wait time by over 1 hour
- Shipped a series of growth-focused features including a referral program, responsible for driving a 50% increase in new paying users at a third of acquisition cost
- Developed onchain game mechanics resulting in 10% increase in secondary marketplace sales

### Microsoft

*Program Manager 1,2 – Office 365*

**Redmond, WA**

*June 2016 – July 2021*

*Product Manager for Office 365 enabling enterprises to discover apps, access them, and work together on documents.*

- PM for an incubation team delivering a novel time management productivity app resulting in a patent
- Led a team of engineers and designers to ship the web start menu for Office that increased the usage of Office 365 apps by 25% while reducing the time for users to find what they were looking for by 30%
- Delivered a mobile redesign of Office.com helping users access and share files on the go, leading to a 5% increase in cloud collaboration