

TANVIR KAUR

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EXPERIENCE

Twilio

Senior Product Manager, Agent Platform

January 2026 – Present

- Own product strategy and execution for a 0 to 1 API-based authentication and orchestration product for voice agents, scaling from \$8M to \$25M of expected revenue quarter over quarter
- Drive post-acquisition integration of Styth's product portfolio into Twilio's, balancing continuity for 2,000+ Styth customers against a net-new product for Twilio's 400K+ customer base
- Recruit and manage a cohort of enterprise design partners, running discovery on agent authorization use cases and translating partner feedback directly into roadmap prioritization

Stytech

Series B startup building an API-first, developer-focused identity platform. Acquired by Twilio.

Product Lead, Developer Platform

March 2025 – December 2025

- Led product strategy across all developer surfaces, from the API and SDKs to docs and the dashboard
- Balanced 0 to 1 product development with delivering enterprise customer commitments
- Defined product specifications, designed prototypes, and wrote GTM assets for launches including custom RBAC roles, event log streaming, and programmable traffic controls
- Drove overhaul of in-house documentation platform to Mintlify, making docs natively consumable by LLMs and AI agents, getting code to developers faster, and modernizing the docs architecture to scale

Product Manager, Growth and Activation

October 2024 – March 2025

- Led product strategy for 8-person Web team with a unified focus on improving activation and prospect conversion across marketing, dashboard, and docs pages
- Increased sign-up conversion by 13% through developer-focused redesign of sign-up page that replaced marketing copy with interactive frontend code
- Reduced dashboard sign-up drop-off by 8% and increased completion rates for core configuration flows by 11% through redesign of navigation, environment setup, and onboarding experiences

Coda

Series D startup building a new document that brings words, data, and teams together. Acquired by Grammarly.

Product Manager, Growth and Monetization

August 2022 – September 2024

- Launched major feature updates including advanced admin capabilities, third party embeds, and publishing to custom domains, reaching 1M+ users and driving a 16% increase in paid upgrades
- Led partnered feature launches and grew relationships with strategic partners including Figma, Amplitude, and Mode, increasing feature adoption by 12%
- Designed, ran, and analyzed quarterly user studies to inform product roadmap strategy and presented roadmaps to internal leadership and board members

Associate Product Marketing Manager

August 2021 – August 2022

- Led go-to-market strategy for core feature launches including market research, product positioning, personas and audience building, messaging and content creation, sales enablement, and reporting
- Engagement with newly launched features increased 30%, driving a 7% increase in paid upgrades

TOOLS AND SKILLS

SQL / Python / R / HTML / CSS / Sanity / SEO / GEO / Git / Google Analytics / A/B testing / Amplitude / AI prototyping / API Design / Product marketing / Sales enablement

EDUCATION

University of California, Davis | Bachelor of Science: Chemical Engineering, Computer Science