

Manish Malik

Senior Product & Technology Management Executive

Mountain View, CA, United States | [LinkedIn](#)

Senior product and technology leader with 20+ years building billion-dollar monetization strategies and scaling global teams at Amazon, Flipkart, and multiple startups.

EXPERIENCE

Independent Product Builder & Advisor

Oct 2025 — Present

Independent Product & Engineering Projects and Advisory

Mountain View, San Francisco Bay Area

Designed backend infrastructure and data pipelines for a learning platform supporting content delivery across web and mobile. Provided short-term product consulting and mentorship to an AI startup's product and engineering team.

Caregiving

Jun 2025 — Sep 2025

Career Break

San Francisco Bay Area

General Manager / Senior Manager, Head of Product-Tech, Fire TV Apps Subscription Experience & Partner Monetization

May 2018 — Jun 2025

Amazon

Sunnyvale, San Francisco Bay Area

Led product and tech teams driving multi-billion-dollar Fire TV and Fire Tablets Appstore monetization strategy, managing up to 16 product managers and influencing 280+ engineers globally. Doubled new customer subscription conversion rates through Quick Subscribe flows for top 10 apps. Championed partner monetization initiatives that reduced time to market by 75% for enterprise partners. Promoted 4 Amazon leaders to Principal level and served as first Product Lead for International Machine Learning group in 2018.

Founder / Coder / Designer / Marketer

May 2017 — Dec 2018

Online SaaS business in nutrition planning space

Bengaluru, India

Founded and built a family-centric nutrition and meal planning app across mobile (Android & iOS) and web platforms. Handled all aspects including product design, engineering, and marketing.

Head of Product – Post Order Customer Experience

Feb 2015 — Dec 2017

Flipkart

Bengaluru, India

Built a team of 10 product managers and UX designers to drive the customer experience roadmap influencing 70+ engineers. Launched several firsts including ML-based social media listening platform, AI chat bots, and multi-channel customer journey optimization.

Director - Tech and Operations

Nov 2013 — Dec 2014

Octro Inc.

Delhi, India

Drove tech and operations for massive multiplayer games, with 3 titles reaching the top 10 grossing charts on both Android and iOS at peak. Played a key role in raising \$15M from Sequoia Capital and scaled the company from 15 to 55 people.

Founder / Business Development / Tech Lead / Enterprise Product Designer

Jul 2010 — Dec 2013

Hazel Media

Delhi, India

Founded and launched 5 mobility and enterprise software products with a team of 9. Spearheaded a tri-party joint initiative with Research In Motion (BlackBerry) and Bill & Melinda Gates Foundation for on-ground data collection across 800 rural locations.

Product Head & General Manager - Mobile App Store

Aug 2008 — Dec 2010

Spice Digital

Delhi, India

Launched India's first telecom operator-led cross-platform mobile app store with active subscribers growing 300% in 6 months.

Member of Technical Staff

Jun 2005 — Dec 2007

Adobe Systems

Delhi, India

Led the launch of 5 new feature releases for Adobe Stock Photos, tightening integration with Creative Suite. Recognized as best performer for 2 years.

Software Engineer

Jul 2003 — Dec 2005

Goldman Sachs / Infosys

Bengaluru, India

Held bottom-line responsibility for technical delivery of trading derivatives software. Recognized as Most Valuable Player in Q1 2004.

EDUCATION

Smith School of Business at Queen's University

Jan 2007 — Jan 2008

MBA in General Management

An year at Queen's University in Ontario, Canada was an amazing learning experience. The small university-town of Kingston itself offers larger learning and interaction slate than what's experienced inside the business school.

In 2015, the Queen's School of Business was renamed Stephen J.R. Smith School of Business (popularly known as "Smith School of Business" now). I still fondly call it Queen's School of Business when in company of the alumni.
If you're someone who's considering education at Queen's (especially if you're considering the MBA), feel free to ask a question.

Guru Gobind Singh Indraprastha University

B.Tech in Information Technology

Part of the first ever batch of engineering students graduating from the University School of Information Technology (main university campus) at the new university in Delhi.

SKILLS

Digital Publishing · Customer Experience · Education tech · Technical Product Management · System Architecture · Problem Solving · Product Design · Product Strategy · Manager of Managers · Product Management · Enterprise Mobility · Mobile Applications · Cross-platform Development · Mobility Strategy · Mobile Devices · Strategy · Team Leadership · Monetization Strategy · Machine Learning · Android · iOS · E-commerce · Gaming · Enterprise Software · Startup Founding · Business Development · Technical Leadership · UX Design · App Store Strategy · Multiplayer Games · API Integrations · Cross-functional Collaboration · Data Analysis · Linux Kernel · Trading Software · Derivatives · Subscription Services · Backend Infrastructure · Data Pipelines · Chatbots · Startup Leadership