

Christopher Chan

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Experience

Intent

AI copilot for presales teams

Founder and CEO

May 2024 - Jan 2025

- Lead efforts across product, design, business development, customer success, HR and operations
- Launched RFP Automation, saving our customers over 70% of time spent on responding to RFPs and security questionnaires
- Bootstrapped the business to five figures in ARR before winding down operations

Workstream

Hiring and HR platform for hourly deskless workers (San Francisco, CA)

Group Product Manager

October 2023 - May 2024

- Lead a team of product managers to establish Workstream's HR platform, standardizing shared data services, Workstream's HR mobile application, and a suite of HCM products
- Spearheaded the development of a foundational set of shared services across Identity/Account, Employee Records, and Company Structure that was utilized across other product teams to build and improve Hiring and Payroll products
- Developed and championed the long term company strategy of "How Workstream will win" as an all-in-one Hiring, HR, and Payroll platform

Senior Product Manager

April 2022 - October 2023

- Lead efforts to transition Workstream into a multi-product organization, helping to reignite commercial growth from -x% to xx%
- Grew Workstream's second product, Onboarding, from a POC to having onboarded over 1 million hourly employees
- Ideated, implemented, and launched Team Management, a comprehensive suite of HCM capabilities including Team Chat, Document Management, Team Surveys, and Employee Records

Datavant (\$7B Merger with Ciox Health)

Creating data liquidity in the healthcare vertical (San Francisco, CA/Remote)

Senior Product Manager

March 2021 - March 2022

- Responsible for the Datavant Partner Portal, a web based experience for life sciences, payer, public sector, and software vendors to discover, buy, and sell de-identified healthcare data, resulting in over 1 billion rows of healthcare data transacted.
- Launched Data Inquiries, resulting in an 80% YoY growth in transaction opportunities created post launch
- Launched suite of API developer tools, further driving ubiquity and adoption of Datavant's ecosystem across channel partners and platforms

Granular (Acquired by Corteva Agriscience)

Helping large farming operations improve crop yields (San Francisco, CA/Remote)

Senior Product Manager, Mobile

May 2020 - March 2021

- PM Lead for the Granular Insights mobile application (iOS and Google Play), a field imagery and monitoring app to help large farming operations increase crop yields and farm profitability
- Bolstered security and compliance with the release of SSO and IDAM, consolidating sign in flows between desktop web and mobile
- Launched Field Notes, a task management and collaboration tool to help managers, laborers, and farm advisors communicate asynchronously, increasing weekly active usage by 280%

Experience *cont'd*

App Annie (Acquired by SensorTower)

Market intelligence for the mobile app economy (San Francisco, CA)

Senior Product Manager

January 2020 - April 2020

- Launched over 40 new features and product lines, resulting in: 2x monthly user engagement, 30% reduction in paid churn, and 29% ARR growth during my tenure
- Built and launched Game IQ, a ML-powered classification engine categorizing 19,000 gaming apps according to an internally curated mobile gaming taxonomy
- Built and launched Topical Analysis, a NLP-powered tool used to thematically categorize app reviews to help users analyze and quantify the impact of user feedback

Product Manager

January 2018 - January 2020

- Lead development efforts behind App Annie's freemium tool, Store Stats
- Improved new user signups by 23% and qualified lead conversion by 44% YoY

Strategy

January 2016 - January 2018

- Developed go-to-market strategies for App Annie to penetrate new and mainstream (non-mobile) verticals
- Augmented regional commercial productivity and attainment by 30+% in year one

Arbor Advisors

Investment banking; technology mergers and acquisitions (Palo Alto, CA)

Analyst

March 2015 - January 2016

- Responsible for sell-side advisory, due diligence, execution, and valuation of mid-market technology companies
- Performed financial modeling, due diligence and sourcing of both buy and sell-side technology companies

Capital Dynamics

Private equity and venture capital (Menlo Park, CA)

Analyst

July 2013 - March 2015

- Drove execution of investment, fundraising, and fund reporting of technology venture capital, secondaries and clean energy infrastructure funds totaling approximately \$20 billion of assets under management

Skills

Product management

People management

AI

LLMs

Strategy

Data analysis

Prototyping

Prototyping

Discovery

Agile

SQL

Sales

Healthcare

HR Tech

Mobile

Agtech

Education

University of California, Berkeley

B.A., Political Economy

Additional Interests

- Volunteer Brazilian jiu-jitsu coach
- Angel investor
- Car nerd (but recently sold my dream car to fund my startup dream)
- Boring nonfiction books