

ARYAN ARORA

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PROFILE

Product manager who has built at every stage. Sole PM at a pre-seed fintech, growth PM at Series A Bubble, and now product owner of Azure Marketplace's Private Offers, the surface where more than 80% of Marketplace dollars transact. Shipped three products from zero to launch in the last three years. Deep in marketplaces, payments, and fraud. UCLA Computer Science, Booth MBA with High Honors.

EXPERIENCE

Microsoft New York, NY
Senior Product Manager (promoted 4x in three years) 2022 – Present

Own the Private Offers product surface end to end. More than 80% of Marketplace transaction volume runs through it.

Shipped three products 0-to-1:

- Flexible Billing: expanded pricing from annual-only to any schedule. \$60M closed in a three-week preview.
- Multi-Party Private Offers: helped launch channel-partner deals in 3 countries. \$409M in sales last year.
- Resale Enabled Offers: built and launched reseller private offers on behalf of publishers. \$121M since November.

Also on the platform:

- Built an AI-driven anomaly detection system that prevented more than \$5B in potential overbilling and protects trust across the platform.
- Grew annualized revenue pipeline to \$450M, 2.5x YoY, by scaling billing, onboarding, and automation frameworks.

Bubble (Post-Series A, \$100M) Los Angeles, CA
Product Manager 2021 – 2022

- Built an education platform from zero that teaches students to build full apps: recorded and published a video curriculum, ran a Q&A community for peer help, and let students book office hours with campus advisors. Scaled to 20 universities in 5 countries with more than 800 student builders.
- Launched startup incubators at 8 universities including Columbia, UC Berkeley, and CMU, producing more than 80 student startups. Led a global team of 15 and partnered with AWS Startups to expand internationally.

Rest Estate Planning (Pre-Seed Fintech) Los Angeles, CA
Product Manager (sole PM) 2020 – 2021

- Shipped 3 fintech products from zero: EstateStart, EstateReady, and FamilyFund, growing the customer base 200x.
- Installed Agile from scratch, lifted sprint velocity 130%, and owned everything from onboarding flows to legal and compliance UX.

EDUCATION

University of Chicago, Booth School of Business Chicago, IL
Master of Business Administration (MBA) 2024 – 2026

- Wallman Scholar (Top 5%); Dean's Service Award. Concentrations in Entrepreneurship, Finance, and Strategy.
- President, Chicago Booth MBA Student Government, representing more than 1,000 students.

University of California, Los Angeles Los Angeles, CA
Bachelor of Science, Computer Science 2018 – 2022

- Minor in Entrepreneurship; Chancellor's Service Award.

NOW BUILDING

- AI fraud-detection demo for marketplace transactions, live June 2026. Built end to end with LLM APIs, retrieval, and eval frameworks.
- Technical: SQL, Python, REST APIs, LLM product development. Prototypes with Cursor and v0.

INTERESTS

Fitness and soccer; mentoring student founders; F1; cinema & theater