

# Sidhartha Golchha

## Senior Product Manager

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### PROFILE SUMMARY

Product leader with 10+ years of experience across fintech, institutional trading, and risk infrastructure. Currently leading Risk, Credit, and DMA at FalconX — scaling systems that support \$2.5B+ in credit exposure and \$500M+ in off-exchange assets. Proven ability to build and scale 0-to-1 financial products that balance growth, risk governance, and operational excellence, with a consistent focus on revenue impact, institutional client experience, and cross-functional execution.

### COMPETENCIES & TECHNICAL SKILLS

**Core Competencies:** Product Strategy, GTM Strategy, Stakeholder Management, PRDs/BRDs, Agile (Scrum)  
**Asset Classes:** Crypto, Equities, Fixed Income, OTC, Exchange-Traded Derivatives  
**Tools & Software:** SQL, JIRA, Confluence, Figma, FullStory, Clevertap, Sigma, Clickup, Excel VBA  
**AI Tools:** Claude Code, Databricks Genie, Google AI Studio, Gemini

### CURRENT EXPERIENCE

#### Senior Product Manager

Mar 2023 – Present

FalconX

Bengaluru, India

- **Credit Platform (\$2.5B+ Loan TVL):** Led the build and scale of FalconX's institutional Crypto Credit product from 0-1, growing loan TVL to \$2.5B+ across 6+ loan types and 50+ counterparties. Centralized credit operations into LMS, improving governance, audit readiness, and operational efficiency while enabling up to 5x leverage for institutional clients and materially increasing trading volumes and revenue contribution.
- **Risk Infrastructure & Portfolio Margining:** Designed and launched the Auto-Liquidation Engine, reducing manual interventions by 99% and strengthening counterparty risk mitigation across volatile market conditions. Built a unified portfolio margin framework across OTC and exchange accounts, reducing credit discrepancies by 25% and laying the foundation for capital-efficient margin. Expanded Risk Hub capabilities including real-time exposure monitoring, margin alerts, and liquidation governance to support multibillion-dollar institutional exposure.
- **DMA, OXS & Institutional Trading Infrastructure:** Owned and scaled FalconX's Direct Market Access (DMA) platform across Crypto exchanges like Binance, OKX, Bybit, Deribit, and Coinbase, supporting Spot, Futures, Perpetuals, and Options trading. Restored DMA performance to ~\$500K monthly PnL with healthy gross margins while driving 3x client adoption growth. Led Off-Exchange Settlement (OXS) integrations with Ceffu and Copper, migrating \$300M+ assets off-exchange to reduce counterparty risk. Initiated Hyperliquid (DeFi) integration and CME expansion to broaden institutional venue access across CeFi and DeFi ecosystems.
- **FX360 Platform (UI/UX & Client Experience):** Led end-to-end product design and experience strategy for FalconX360, building intuitive dashboards across Credit, Risk, DMA, and OXS. Focused on usability, data transparency, and self-serve controls to improve institutional client engagement. Standardized navigation, data visualization, and reporting workflows to reduce onboarding time and improve product adoption while enabling rapid experimentation through embedded analytics and dashboard tooling.
- **AI & Productivity Tools:** Leveraged AI-powered tools to enhance product management workflows across strategy, requirement generation, data analysis, documentation, and execution. Improved product delivery velocity, streamlined cross-functional collaboration, accelerated decision-making, and enabled faster iteration across risk, credit, and trading initiatives through the adoption of AI-driven workflows and automation.
- **Drove Pre-Sales, GTM Strategy, and Client Enablement:** Collaborated with Sales and Marketing teams to define GTM strategies for new product features. Conducted 250+ client demos and pre-sales calls, showcasing products like DMA, Credit, and OXS alongside new functionalities like the Auto-Liquidation Engine and FalconX360 enhancements, contributing to a 30% increase in client onboarding.

## PREVIOUS EXPERIENCES

### Product Manager

Oct 2021 – Mar 2023

*Bridgeweave*

*Bengaluru, India*

- **InvestorAI Crypto App:** Led the development and launch of the InvestorAI Crypto app, enabling automated trading on major crypto exchanges like Binance and OKX. Defined user journeys, product specifications, and collaborated with engineering and design teams to deliver a seamless user experience.
- **Algorithmic Trading Models:** Spearheaded the development and validation of 15+ quantitative models for equities and crypto trading strategies. Partnered with data scientists to optimize algorithm performance and integrate real-time analytics, enhancing trading accuracy.
- **Client Engagement & Technical Support:** Coordinated relationships with B2B fintech clients, conducting product demos, webinars, and training sessions. Integrated client feedback into product iterations, improving adoption rates and user satisfaction.
- **Data Management & UAT:** Streamlined data pipeline processes from multiple market data vendors, ensuring accuracy and consistency. Conducted User Acceptance Testing (UAT) to identify issues and ensure high-quality releases.

### Senior Product Analyst

May 2019 – Oct 2021

*Arcesium (DE Shaw Group)*

*Hyderabad, India*

- Liaised with traders, brokers, back-office teams and technology development team to ensure timely settlements, confirmations and smooth end-to-end process.
- Managed security management and maintaining reference data of the fund.
- Gained exposure to a wide variety of asset classes including exotic FX options, forward contracts, and IRS. Engaged extensively on setting up products from Bloomberg and Reuters.
- Extensive experience in product development through modelling loan portfolio for the client. Developed the capability in Arcesium platform to book the various credit activity transactions.
- Ensured correct modelling of investment instruments including fixed income securities, repos, mortgage pools, currency forwards products and other exotic derivatives in internal systems and facilitated creation and settlements of products.
- Identified several manual processes and automated them using Python and Excel VBA to reduce manual error and turnaround time, thereby saving 100 manual work hours on a per-month basis.

### System Engineer

Jul 2014 – May 2017

*Tata Consultancy Services Limited*

*Pune, India*

- Contributed to Portfolio Management solutions providing production support to one of the largest Financial Services Companies of the UK.
- Analyzed the business requirements of the client and developed a web enabled platform to enable loan underwriting and portfolio management.
- Participated in a team of 25 people on insights into performing and non-performing loans portfolios backed by residential mortgages, commercial real estate, corporate, SME and consumer loans.
- Led a portion of the Offshore team and acted as a liaison between the Onshore Product team and Developers.
- Worked on application support and maintenance which included level 2 and level 3 support and development.
- Researched on critical application issues and provided resolution along with Root Cause analysis.

## EDUCATION

**MBA in Finance** – IMT Ghaziabad

2017 – 2019

**B.Tech.** – NIT Durgapur

2010 – 2014

## CERTIFICATIONS

**CFA Level 2 Completed**