

DHARANSH JAIN

Senior Product Manager | Payments | Cross-Border FX & Stablecoins

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PROFESSIONAL SUMMARY

Senior PM (B.Tech, IIT Guwahati) with **6+ years** building payments and money-movement infrastructure across fintech, FX, and digital assets — cross-border FX settlement, stablecoin payment rails, fiat on/off-ramps, treasury management, and post-trade reconciliation. Built a **\$900M** treasury system across **23 entities**, launched fiat payment integrations in a new market from scratch, cut transaction processing time **~80%**, and scaled FX volumes **7x**.

WORK EXPERIENCE

FalconX • Bengaluru Feb 2025 – Present

↑ **Senior Product Manager** Mar 2026 – Present

- Driving **cross-border FX settlement** and **stablecoin payment** partnerships — onboarding hedge funds, fintechs, and corporates onto FalconX rails for treasury management and FX payment flows.
- Built a Treasury Management System segregating **\$900M** across **23 legal entities** and **15 trading desks (5 product lines)** — liquidity forecasting plus automated metadata powering **entity-level** balance-sheet creation.
- Launched FX trading in **Brazil, Mexico, and Australia**, integrating LPs and bank partners for local currency pairs and expanding cross-border payment coverage.
- Completed **6 LP integrations** with banks and market makers, enabling **100+ tradeable pairs** and improving liquidity depth, price competitiveness, and execution quality.
- Own pricing, execution, and product strategy across **100+ currency pairs**, tracking fill rates, rejection rates, slippage, and LP spreads to close pricing inefficiencies.

Product Manager Feb 2025 – Mar 2026

- Led the **Back-Office & Post-Trade** charter — trade reconciliation, settlement workflows, PnL reporting, and counterparty exposure tracking across FX and spot books.
- Built AI agents automating reconciliation, fee processing, and counterparty reporting — saving **100+ hours/week** for the ops and treasury team.
- Scaled FX trading volume **7x** with proprietary forward-curve models deriving **T and T+1** pricing from **T+2** benchmarks for real-time competitive quotes.
- Cut trade execution latency from **26ms to 7ms** by re-architecting the RFQ/RFS pipeline, directly lifting fill rates and quote competitiveness.
- Deployed AI-powered dashboards for real-time visibility into trading **P&L**, settlement exceptions, and LP performance across FX and spot.

Airtribe Remote • Ongoing

Product Mentor Ongoing

- Mentoring **30+ aspiring PMs** on product craft, portfolio, and interview prep through **1:1** career coaching and mock interviews.

CoinDCX • Product Manager Dec 2022 – Feb 2025

- Led end-to-end market launch in **Bahrain** — fiat payment integrations, Arabic localization, and local **KYC/AML** compliance flows, with regional go-to-market built from scratch.
- Revamped deposit/withdrawal experience end-to-end: **~80% faster** processing, **~70% fewer** support queries, and **sub-5-min** turnaround for **~80%** of transactions.
- Drove an org-wide custody platform upgrade — automated fund management, sweeping logic, and reconciliation pipelines — mitigating **\$100M** risk with a **~0%** fund rejection rate and full audit trail.
- Platformized custody by consolidating **multi-chain** wallet and key management into a modular plug-in architecture, enabling faster geo expansion.

Acko • Senior Product Analyst Apr 2021 – Nov 2022

- Co-led Acko's Financial Accounting Platform — automated report generation across motor, health, and travel insurance with **sub-1-hour** turnaround, replacing manual reconciliation and cutting finance overhead.
- Drove **~25% uplift** in auto insurance conversion through funnel analysis and UX iteration, delivering cohort-based requirements for a **10x** funnel improvement on new products.

Trell • Data Analyst Aug 2020 – Mar 2021

- Built a **multi-lingual** category prediction model (collaborative filtering + classification) personalizing content across demographics; insights directly informed creator acquisition and growth strategy.

SKILLS

Domain: Cross-Border Payments • Stablecoins • Fiat On/Off-Ramps • Treasury Management • FX Settlement • Post-Trade & Reconciliation • KYC/AML Compliance • LP Integrations • Custody

Product: Product Strategy & Roadmapping • 0→1 Builds • Platform Thinking • Go-To-Market • Stakeholder Management • Agile / Scrum

AI & Data: AI Agent Development • Workflow Automation • Automated Dashboards • Mixpanel • Amplitude • Tableau • BigQuery

Technical: Python • MySQL • REST API Integrations • Google Analytics

EDUCATION

B.Tech, Chemical Science and Technology — IIT Guwahati, India Aug 2016 – Jun 2020

Secretary, Basketball Club • Mentor, Saathi Club • Inter-IIT Basketball (3 years)