

Sina Zargaran

YC founder & product leader, scaling ideas 0 → 1 → Growth

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Summary

YC founder and product leader with 11+ years of experience building and scaling products. Raised **\$4M**, grew a B2B SaaS business to **\$20K MRR** within five months, and launched **AI platforms, agents, and consumer products** used by **100K+** users. Versatile 0→1 operator in product strategy, AI, GTM, fundraising, hiring, and prototyping.

Work Experience

Lead Product Manager – Thomson Reuters

Dec 2025 - Present

- Owning the AI transformation roadmap to build an agentic ecosystem for the GTM function with over **9K users**, targeting **\$100M** in projected annual productivity gains and **3-5x pipeline growth**.
- Leading the portfolio of **5 key GTM AI agents** covering prospecting, sales, CS, professional services, and marketing, partnering closely with business-unit presidents and general managers.

Stealth Mode – Product Experiments

Apr 2025 - Sept 2025

- Validated multiple AI products, notably an AI Psychology Copilot (\$18k fixed fee for **12 paid pilots**), and an AI agent for HVAC contractors **reducing quote-generation time by 80%** while increasing **operating margin by 15%**.

Co-founder & COO – Campfire (YC W22)

Aug 2021 - Apr 2025

- Raised **\$4M seed**, steered company through **Y Combinator**, and led a team of 12 across product and GTM.
- **Product 1 – Remote Teams Platform**: Launched a remote social tool for distributed teams adopted by **100+ teams** and **80K+ users** across companies like **Netflix**, **GitLab**, and **Google**; scaled to more than **\$20K MRR within 5 months**. Caught the plateauing growth early and made the call to pivot before burning runway.
- **Product 2 – AI agent builder**: Shipped an **agent orchestration platform** powering **AI game agents**; proved its value by launching “Campfire Cozy Friends” on Steam with **20K+ downloads**, and **1M+ views** on YT & TikTok.
- Launched an **AI companion (10K+ downloads, 35% D1 retention)** - sunset once data showed retention ceiling.

Product Manager – Yuhu (acquired by HappyCo)

Mar 2020 - Aug 2021

- Built and shipped a roadmap for a new leasing module & a resident-experience mobile app for **500k+ residents** that generated **\$1M+ ARR** and was a key asset in the acquisition by HappyCo.
- Established the company’s product function and introduced processes that increased shipping velocity by **50%**, and helped the company meet its revenue goals ahead of its \$2.5M seed round.

Product Manager – League

Dec 2018 - Jan 2020

- Owned a portfolio of user facing product areas impacting **100K+ users** including security, customer care, and onboarding to drive key KPIs such as cost-to-serve, user engagement, and user satisfaction.
- Piloted ML-based support triage to cut cost per support case by **33%** and **increased CSAT by 10pts**.

Product Analyst – Symcor / COR.IQ

Mar 2017 - Sept 2018

- Shipped an ML-powered cheque-fraud detection platform addressing **\$20M in annual fraud losses** across Canada’s five largest banks, creating a multimillion-dollar revenue stream.

Education

University of Toronto – Computer Engineering (BASc)

Sept 2010 - May 2015