

NIKHIL R

Product manager | ex - Software engineer | Pro. Poker player

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Education

Birla Institute of Technology and Science, Pilani

2013 – 2018

Double major in B.E Manufacturing and MSc Economics

Pilani, Rajasthan

Experience

Paytm First Games

Jan 2022 – Present

Senior Product Manager

Bangalore

- Responsible for all things Poker and growing the ecosystem in India. Handling product, growth, and GTM for the entire Poker vertical

GTOinspector.poker

Apr 2020 – Nov 2021

Founder

Delhi

- Post game hand analysis:** Built and launched an interactive dashboard globally to help poker players identify and fix their weak points by uploading hand histories to be compared against game theory optimal(GTO) solutions
- Consulted and built products for leading poker websites to combat multi-account fraud and bonus abuse
- Reached a peak MRR \approx 4000USD with close to 1000MAU spread across South America and Europe

Exambyte.in

Dec 2020 – Apr 2021

Product consultant(pro bono)

Bihar

- Conducted extensive market and user research to build an ed-tech streaming platform based on top of 800hrs of pre-recorded IITJEE prep content to serve lower income households in Tier-2/3 cities in India.
- Defined a vernacular content oriented product strategy and collaborated with a tech team on executing the road map

Flipkart

June 2018 – March 2020

Associate Product Manager 2

Bangalore

- Fraud prevention:** Built a rule based fraud prevention framework successfully identifying and preventing RTO frauds and account takeovers leading to 15% reductions in CX escalations
- Data ingestion Platform:** Worked on the central data platform building ingestion pipelines and analytics products
- Fintech:** Researched and launched a late payment fee structure after A/B testing for the BNPL product leading to 2.5% increase in revenue without increase in NPA
- Access control:** Defined and implemented an authentication and authorisation layer for the data platform and defined access controls for the PII data of 100M users increasing security and reliability
- Interactive PnL dashboard:** Built an internal dashboard for business teams to help identify the profitability of shipments and optimize at a pin-code * product category * user demographic level

Google Summer of Code (twice)

2016 – 2017

Software developer

Remote

- Sailor Web Framework:** Integrated Elasticsearch with Sailor and developed a real-time server config editor
- HTTPS Library:** Added support for HTTPS CONNECT Tunnel, HTTPS Redirects, SNI tests and HTTP/2 support for Luasec HTTP networking library bringing it to release

Wolfram Research

2017 - Summer

Undergraduate Researcher

Massachusetts

- Added Network Analysis feature to Mathematica 11.3 to visualise the packet stream in a real time manner to help in debugging systems and network issues
- Released as part of Mathematica 11.3 with support to plot time series graphs for real-time analytics

Other Activites

- Poker Odyssey (Player/Coach):** Managing operations of India's biggest PLO cash stable with an av.monthly profit of 10000\$. Also play at the highest stakes available in India with an All-in Adj. winrate of 11bb/100
- Crypto trader:** Actively trade derivatives on dYdX/Binance based on my proprietary VIX model
- SSMS:** Led a 4 member Student Society for Mess Services team to develop a billing/inventory management system used daily at all messes/caferterias to handle transactions of about 6L INR monthly for 7500 registered students
- Doctorsnow(getvisitapp.com):** Led the back-end team to build the MVP and 2 products (e-prescriptions, healthcare records) for a healthcare startup