

Nikhil Koyyada

Product Manager | Data Analysis | Tech

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WORK EXPERIENCE

AFBP Program Manager Intern (Offered PPO)

Amazon

04/2025 - 05/2025

Bengaluru

- Led an end-to-end root cause analysis initiative for recurring operational defects, conducting on-site fulfillment center visits, mapping process flows, validating customer feedback, and synthesizing insights to identify systemic gaps in handling and prep requirements for products.
- Expanded the scope of the problem definition beyond a single product to a broader class of items, proposing upstream classification and early-detection mechanisms to determine appropriate processing paths (standard vs. delicate) at the point of scan.
- Applied structured problem-solving and data analysis techniques, consolidating insights from multiple operational datasets using Six Sigma methodologies, and translating findings into actionable recommendations for cross-functional teams.

Software Engineer

Lookout India Technologies Pvt. Ltd.

09/2020 - 05/2024

Hyderabad

- Partnered closely with Product Managers to identify and deliver 15+ feature improvements and 35+ production features, driving a 10% increase in product adoption, 25% performance improvement, and enhanced discovery and access across multiple customer-facing systems.
- Led platform-level improvements across data, security, and infrastructure, including Vertica DB migration, SIEM redesign, Spark upgrade, and Kafka clustering, achieving 70% process efficiency gains, 55–80% latency and query-time reduction, and improved scalability and reliability.
- Owned high-impact customer and business initiatives, onboarding a \$100K+ enterprise client, resolving 30+ critical production incidents, supporting 25+ customers, and improving privacy, compliance, and risk visibility by 60% across 35K+ cloud environments.
- Drove operational and execution excellence across cross-functional teams, mentoring new hires, authoring 25+ SOPs, coordinating releases across 3 teams (50+ members), automating testing workflows to save 150+ man-hours, and reducing onboarding time by 6 weeks.

AWARDS & ACHIEVEMENTS

Pre-Placement Offer (PPO) - Amazon

Awarded a Pre-Placement Offer (PPO) by Amazon based on performance and impact delivered during the Program Manager internship.

Pre-Placement Interview (PPI) - Okta

Finalist in the Okta Case Study Competition, with the proposed solution earning recognition and a Pre-Placement Interview (PPI) for a **Product Manager** role.

National Finalist

National Finalist (Top 1 of 700+ teams) in the **Kotak Campus** Case Study Competition, leading the analysis and strategy for a ₹140 Cr wealth management case.

Employee Excellence

Awarded **Employee of the Quarter** from a 500+ employee cohort for successfully managing multiple projects and improving data accessibility and performance.

Innovation Winner

Awarded Winner at the Intra-Company **Hackathon**, with the proposed solution recognized for impact and implemented as a product feature.

SKILLS

Product Lifecycle Management, Product Strategy, Design Thinking, Product Marketing, Product Development & Feature Delivery, GTM, Web & Digital Product Building

AI-Assisted Product & Development Tools, UI/UX Prototyping (Figma, Balsamiq)

Stakeholder & Client Management, Process Improvement & Six Sigma

Agile & SDLC Practices, Data Driven Decision Making, Data Analysis (Excel)

Java, SQL, Shell script, Redis, Spring boot, Docker, AWS Microservices, Junit, Git, Splunk

LIVE PROJECTS

Amul

- Analyzed consumer buying behavior for Amul Dahi in Bangalore and delivered market opportunity and go-to-market insights.

Femasee

- Mapped user journeys, analyzed competitor FemTech apps, and prioritized & prototyped key features to shape a user-centric product roadmap.

EDUCATION

MBA - Post Grad. Programme

IIM Bangalore

2024 - Present
3.06/4

B.Tech

NIT Warangal

2016 - 2020
7.21/10

POSITIONS OF RESPONSIBILITY

Tech Head, Summer Placement Facilitation Team

Led coordination and execution of the summer placement process for the junior batch, ensuring structured facilitation and stakeholder alignment.

Senior Coordinator, Entrepreneurship & Innovation Cell

Partnered with the campus incubator to drive entrepreneurship programs and manage institute-wide innovation activities.