Nikhil R

Product | Gaming | Tech

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Experience

Paytm First Games
Jan 2022 – Present

Senior Product Manager — *Bangalore*

- **Built and scaled Poker to $7Mn/year CM1** and top 5 platform by liquidity in the country. Responsible for the entire product roadmap, strategy and GTM. Launched new Poker formats, tournaments and the desktop platform
- **Growth levers**: Launched the entire task center suite enabling growth teams to run segmented engagement and retention campaigns thereby improving core revenue KPIs by 10%
- **Acquisition products**: Researched and launched short form poker variants to widen TAM and reduce CAC, an automated tutorial bot (FTUE) for new users and industry first features like Pot of Gold to improve our D7 conversion
- Implemented an anti-fraud model reducing chip dumping and collusion fraud by 80%, skill based matchmaking algorithms and worked on the cross-game analytics charter to uncover user insights improving our D30 retention by 1.5%

GTOInspector.poker
Apr 2020 – Nov 2021

Co-founder — *Jaipur*

- **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
- Product was used actively by every PLO poker professional in India and poker stables for teaching advanced strategies
- Consulted and helped built products for leading poker websites to combat fraud (multi-accounting, chip dumping, bonus abuse, collusion detection) and improve matchmaking efficiency

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
- **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 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

Education

Birla Institute of Technology and Science, Pilani, Rajasthan
2013 – 2018

Other Activites

- **Poker Odyssey (Player/Coach):** Managed operations of India's biggest PLO cash stable with an av.monthly profit of 10000$. Played poker professionally at the highest stakes available in India with an All-in Adj. winrate of 11bb/100
- **Trading:** Traded index options on NSE and derivatives across DeFi protocols using momentum and vol based strategies
- **SSMS:** Led a 4 member Student Society for Mess Services team to develop a billing/inventory management system used daily at all messes/cafeterias to handle transactions of about 6L INR monthly for 7500 registered students
- **Writing:** I blog at https://rnikhil.com/ on the real money gaming market in India, web3 and the software I work on.