

# RICHARDS LOUIS

Senior Product Manager | 12+ years in Product Management, Entrepreneurship & Technology

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Bengaluru, India



## SUMMARY

- Have personally initiated and worked with founding teams for products from launch to market.
- Been a part of tech, product, stake hold & market.
- Excited to lead in a fast-paced work environment where I'll get a chance to deliver my performance.
- Also, I strive to maintain high standards in meeting the vision & goal of the product in cross functional teams.

## EXPERIENCE

### CEO

#### Doifoo Inc.

05/2019 - Present San Francisco, USA (Remote)

https://doifoo.com

In the formative time of Doifoo, I'm held with the responsibility of etching out the market fit core product, with the help of a fabulous founding team. Doifoo is a Hyperlocal All-in-one Travel Super app that connects users to trips and activities alongside exploring places, read and studio, thereby enhancing contactless travel, perks, and privileges using ML API and analytics.

- I got privileged to build World's first Travel Superapp for the new normal for both iOS & Android.
- Travellers get to experience travel like never before in the post-COVID-19 world of tourism. The app launched in midst of the World's greatest Travel & Tourism crisis, on feb 02, 2020 for iOS & Android ensuring to change the future of travel.
- Awarded 'Promising Start-up' in Indian Achiever's Awards 2020
- This adds a feather on the cap to my UX portfolio and as a product owner who survived the best shot even amidst COVID pandemic.
- It is now a non-profit travel community serving lakhs of travellers.

### Senior Product Manager

#### AirAsia

09/2022 - 05/2023 Bengaluru & Kuala Lumpur (Remote)

The airasia Super App is the only app you'll need for all your lifestyle and travel needs. As an online travel agency, the app enables you to book flights with over 700+ airlines to 3K+ locations. Plus, it offers a choice of over 600,000+ hotels across the globe.

- As a Senior Product Manager, my role is to enhance the mobile app experience for these large footprint of travellers, by working closely with the stakeholders & engineering it to perfection, with the help of AirAsia's fabulous team.
- Work closely with senior stakeholders in the company including CTO, CEO and cross functional Engineering and product teams.
- Since, it is a horizontal platform, had to integrate with various Lines of Business including Flights, rides, food delivery, hotels, e-commerce, fintech and CMS to deliver the perfect product experience in airasia Superapp.
- Weekly connects, quarterly plans and half yearly roadmaps are key performance markers in my role, where I have to keep all the product teams and Engineering teams of iOS and Android well aligned on what is to be expected in the upcoming timeline.

## TECH STACK

### </> Managed Team, Product, Code & UI/UX on Web, iOS & Android

Doifoo (Traveltech) | Zwitch | MobiCircle | Zizz | Finiup | Zero BC | Dueclarity | Magpoke (Media-host) | Adpotbox (ad-tech) | Clothing (Media-tech) | Eptro | Glueping | Paperbooklet (Utility) | Archive Codes | Purple Zune (Browser)

### Handled Stakeholders & Market module in Products

RE Connect | 999 Codings | Aneve (Fem-tech) | Buzz (ML) | GoPad | HashProfiles (SocialNetwork) | Grade Fair | Clickport

## STRENGTHS

### Managed horizontal & vertical teams

I have nurtured a league of interpersonal skills while working for my own venture. Managed a team size of about 30+ for products from scratch to market.

### Dedicated to continued Innovation in product

Always keen on incremental learning related to my work-field & technology to adapt myself. Founded Richiesoft & Doifoo.

## MERITS

### 12+ Professional

Harvard Business School, IIM Bengaluru, Cambridge University & New York Institute of Finance

### 99+ Publications

National & International conferences / Journals, Glueping, Clothing and Finiup magazines.

## FIND ME ONLINE

### Linkedin.com

/in/richardslouis

# EXPERIENCE

## Program Manager

### Open Financial Technologies Private Limited

07/2021 - 07/2022 Bengaluru, India (Onsite)

The Google and Visa backed company is India's 100th Unicorn startup valued at over \$1billion dollars. I was happy to be in a phase, where Open turned up to this valuation. Open offers a neobanking platform that integrates all the tools used by small businesses and integrates it with the business's current account. It processes over \$30 billion in annualised transactions and has raised over \$140 million in funding.

- As a PM, I handle the fintech alliance for this product in Zwitch segment ensuring it from tech & management angle.
- Handled multiple stakeholders in process of becoming \$1bn startup
- Worked across overseeing the roadmap strategy in Engineering

## CTO

### Richie Soft Private Limited

08/2013 - 07/2019 Chennai, Bengaluru & Delhi (Hybrid)

Founded Richiesoft to create consumer-tech apps which pitched into three verticals as consumer, media, and ad-tech.

- Being the founding member of the venture I had the very major responsibility of working out the revenue perfect products.
- As a Chief Technology Officer, I performed my roles to initiate a startup from the base, where products were designed from scratch to market via a team of 30 including tech & sales.
- Helped build the UI/UX in studio apps for all devices in Richiesoft.

## GE Trainee

### Standard Chartered

06/2012 - 07/2013 Chennai, India (Onsite)

Credit mate provides the facility of initiating from spreading while using Moody's RA system to perform credit grading. Handled multi level escalations Handled multi level B2B escalations, provided team support as GE, trained in handling the heavy workload of data assisted via short period, including ticket handling, SQL running & data mining. Worked as a part of Tech support team.

# EDUCATION

## Entrepreneurship essentials

### Harvard Business School

- This course introduces participants to the idea that entrepreneurs run structured experiments to validate ideas & business strategy.

## PGDIB / International Business

### Symbiosis (SCDL)

2013 - 2015

GPA

3.24 / 5.00

## Bachelor of Engineering / CSE

### Anna University (JEC)

2008 - 2012 Chennai, India

CGPA

7.32 / 10.0

# AWARDS



## Promising Startup Award

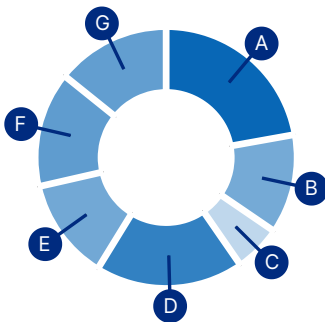
Outstanding contribution towards progress and development of Indian economy and society in regards with Doifoo.



## GMASA Speaker

In Panel discussion for What's Next in the Planet of the Apps – AR, VR & Bots in the future well ahead of ChatGPT.

# MY TIME



- A Work & Product building
- B Music, Movies & Netflix
- C Continuing Education
- D Long Drives
- E Friend Hangouts
- F Family
- G Travelling around Globe

# SKILLS

iOS & Android	Web Tech	UI/UX
Product strategy	People skills	
Program management	Development	
Stakeholders	Cross functional	

# REFERENCES

## Natarajan S

Ex-Intel, Mentor | +91 96111 28618

## Stinie Rosario

SME, Amazon | +91 96119 84820