



Nikhil Patel

PRODUCT MANAGER HACKER STRATEGIST MACGYVER

ANOTHER DAY, A WHOLE 'NOTHER SET OF POSSIBILITIES. | [MACGYVER, 1985](#)

As entrepreneurs, we live by the credo *necessity is the mother of invention*, but ask any *trep*, and they'll tell you that it's the innovation that drives them; the possibilities of *moon shots* becoming a reality is at the core of the startup community. Being a *maker* myself, it was the creativity, ingenuity, and satisfaction of building products at the cutting edge that recruited me to the cause; surfacing order through the chaos has been my primary objective.

As you'll see from examining my enclosed resume, my skills, experience, and training match nicely with the requirements for this position. In my 10+ years' experience in this industry, I've refined my knowledge in technology and product management, requirements and business analysis, product design, business development, and most importantly, strategic innovation. In my various roles, I have been involved in all facets of the business from product design and development to growth and management. I have taken products built from scratch to profitability (see Adteractive; I built and grew the business to a \$70M annual revenue); I have added new features to existing products (see NES Financial; I added the new "EB-5 Escrows" feature to the platform and developed that into an entirely new vertical managing over \$500M annually); and finally, I have built products and companies from scratch based on innovative ideas that I conceived (see FitTrip). I think you will agree that I am well versed in the art of innovation and product management as well as growth and strategy; all of which will be a valuable asset to your organization.

More importantly, I have a passion for both entrepreneurship and development, so I can contribute and add value to many facets of your organization both as a contributor and as an advisor. I am active in startup communities in California, Colorado, and New York having been part of the founding groups of a number of companies as well as having many connections with both startup founders and investors. I've also engaged in many private ventures including freelance consulting and development; my current interests lie in mobile development, specifically on the Android and iOS platforms. I am fluent in a number of development platforms including native iOS and Android SDKs as well as web development technologies such as Ruby on Rails and Node.js.

The biggest benefit you'll get with me is the fact that I am not just a strategist; I am comfortable getting into the nitty gritty details of development as well. Here are some examples of projects where I have done both the design and development of the products:

- **AIREX Market** - A cloud-based marketplace for financially actionable apps, information, and reports to help investors get the resources they need to make insightful investment decisions. I led the design, strategy, and product teams as well as contributed to the development of the AIREX Market. [Read Case Study >](#)
- **Fit Trip** - An interactive fitness app for iOS and Android devices that allows a user to immerse themselves and control videos of locations all around the world with their heart rate; the harder they work, the faster the videos play. I am a co-founder of the company, participating in the conception of the idea as well as full development of the mobile apps as well as the website and cloud backend. [Read Case Study >](#)
- **iShares Tools and Charts** - Various public-facing widgets for visualizing ETF fund data. I designed the functionality and interface of the tools and led the development teams responsible for building the tools. [Read Case Study >](#)

Thank you for taking the time to consider me as a candidate for this challenging opportunity; you will find that my unique combination of product management and product development experience as well as my passion for entrepreneurship and innovation will be a great boon for your company. For your consideration, I have attached my resume to this email; please review it at your leisure. I'm excited at the prospect of meeting with you and your team to discuss my qualifications in more detail; feel free to email me at hello@npatelv.com. I look forward to hearing from you soon!

Sincerely,
Nikhil Patel



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15+ YEAR CAREER as an entrepreneurial product manager, digital innovation incubator, and business strategist who identifies new opportunities then delivers innovative solutions to solve complex customer problems through design-led thinking.

INNOVATION IS WHAT DRIVES ME and innovation is driven by the entrepreneur's need to create. To question what is and ask "why?" and "what if?" has led to most of our discoveries and technological advances in the world. I'm naturally curious.

I AM A PRODUCT **MACGYVER;** I draw upon my breadth of experiences in product management, solutions architecture, and as a digital strategist to solve problems and productize new ideas. I am resourceful, innovative and see things differently than others looking at the same challenge.

SKILL SET

Design

Microsoft Office, Adobe CS, Sketch, InVision, Balsamiq

Mobile

Android, iOS, Titanium, Kendo, PhoneGap

Cloud/Web

AngularJS, Meteor, Node, RoR, Wordpress, Amazon AWS & EC2

Hardware Prototyping

Arduino, Raspberry Pi, Autodesk, Makerbot

Search/SEO

Lucene, ElasticSearch, Google Analytics, Marketo, Adobe Analytics

Learning/Analysis

TensorFlow, H2O, R, OpenNLP, NeuralNet, Hadoop

EDUCATION

Stanford University, Palo Alto, CA

Certificate, Innovation and Entrepreneurship
Certificate, Advanced Project Management

Santa Clara University, Santa Clara, CA

MS, Computer Engineering and Engineering Management
BS, Computer Science and Mathematics
(Minors in Physics, Biology, and Finance)

CAREER BENCHMARKS

- Incubated business from scratch to over \$70M annually
- Identified untapped market and built a solution establishing NES Financial as market leader in its industry
- Founded, built, and launched four companies in 12 years
- Product managed 50+ products generating approximately \$1B in revenue and hundreds of millions of users

SELECTED WORK EXPERIENCE

Head of Product Management and Strategy

AIREX, INC.; 2014 – PRESENT | [Read Case Study](#) >

Led the strategy, design, and product teams responsible for AIREX's cloud-based service providing the first and only independent marketplace for financial research and applications used by over 1M active investors. Identified inefficiencies in the vendor management process for large financial institutions and evangelized a robust integration and workflow management platform, AIRFlow, to streamline the onboarding of a pipeline of over 2,000 vendors and partners and decrease their time-to-market by over 50%.

Co-Founder and VP of Sales, Marketing, and Product

FIT TRIP; 2012 – 2014 | [Read Case Study](#) >

Conceived and developed an innovative mobile fitness app and cloud-based infrastructure allowing users to turn their cardio equipment into a passport to travel the corners of the world through an immersive video experience using their heart rate as the throttle. Generated additional business opportunities by packaging interactivity and data analytics platform for gyms and trainers. Achieved a successful (7-figure) exit in 2014.

Product Management and Business Development Consultant

NES FINANCIAL; 2010 – 2012 | [Read Case Study](#) >

Designed and oversaw the implementation of the eSTAC Subaccounting System, a SaaS app enabling banks to extend their core systems with virtual subaccounting and grew the business around eSTAC by establishing a solid pipeline of new customers from banking, legal, and other sectors. Researched market trends and identified a new strategic opportunity, EB-5 visa administration, around which a business unit was established and launched NESF to the forefront of that industry with over \$500M in EB-5 related revenue per year.

Product Manager, Global Data Group

BARCLAYS GLOBAL INVESTORS; 2008 – 2010 | [Read Case Study](#) >

Led the design and development of the data architecture and web services platform to syndicate Barclay's iShares ETF and iPath ETN investment fund data and built several internal and customer-facing tools utilizing the syndication platform such as fund fact sheets, fund screeners, and portfolio management tools.

Product Management and Business Development Consultant

ADTERACTIVE; 2006 – 2008 | [Read Case Study](#) >

Managed the Transactional Ad Server, an analysis engine that examines the behavior of consumers and scores each lead based on the probability of making a sale, allowing advertisers to effectively allocate budgets and tailor offers. Organically grew a new division (the Transactional Ad Network) to \$70M around this product with initial clients including Yahoo, Google, Blockbuster, and Home Depot.

ADDITIONAL WORK EXPERIENCE >