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Top Skills

Product Management

Product Marketing

New Business Development

Nikhil Kulkarni

Group Product Manager at Atlassian
Greater Sydney Area

Summary

Stumbled into Product Management and have been enjoying it
since!

Strong PM experience across startups and growth stage companies.
Enjoy volunteering and have been involved with the Indian startup
ecosystem. Likes travel, wordplay, puns and quizzing, is generally
curious about things and likes to explore!

I'd appreciate if you can add a short note while sending a connection
request if we don't know each other already. Thanks!

Experience

Atlassian

4 years 8 months

Group Product Manager
October 2022 - Present (5 months)

I lead a team of passionate Product Managers within the Jira Platform team
looking after the key domains in Jira - Field Configuration, Permissions,
Workflows among others.

My teams
- craft experiences for Jira administrators to set up and manage work for their
teams
- own the APIs that power most of the key experiences in Jira products in the
backend
- run decomposition projects to extract the domains into microservices for long
term scale and performance, better developer experience and lower cost

Principal Product Manager
October 2021 - September 2022 (1 year)
Sydney, New South Wales, Australia

Oct 2021 to Dec 2021 - PM leading the Jira Permissions backend domain. Driving multiple initiatives for better scale and performance of Jira Cloud.

Jan 2022 - Sep 2022 Going through the Emerging Manager Program (EMP) to move into the management track. Leading the PM team looking after the key domains in Jira - Field Configuration, Permissions, Workflows among others.

Playing the role of a Group Product Manager while going through the Emerging Managers Program. Continuing in this role after completion of the program and graduating as a Group Product Manager.

Senior Product Manager
July 2018 - October 2021 (3 years 4 months)
Sydney, Australia

PM on the Jira Cloud Platform team

Flipkart
3 years 8 months

Senior Product Manager
January 2017 - July 2018 (1 year 7 months)
Bangalore

Leading a PM team for Selection charter on Flipkart - systematically identify selection gaps, surface selection gap insights to multiple stakeholders & help sellers list on Flipkart

Product Manager
December 2014 - December 2016 (2 years 1 month)
Bangalore

Lead PM for Smart Fulfilment - an on-premise warehousing offering for sellers for easier processing & better reliability in order fulfilment

- Conceptualised, built and scaled to 500+ sellers with near-zero cancelations & <1% breaches (Press - http://bit.ly/FK-SmartFF)

- Lead PM for Flipkart Fulfilment (earlier Flipkart Advantage) - a managed fulfilment service for sellers at Flipkart's fulfilment centres. - Built multiple products to grow #sellers from <50 to 500+; mentored junior PMs in the team

Indian Startup Community
Volunteer
May 2006 - June 2017 (11 years 2 months)

- Volunteer and ex-Part Time Fellow at iSPIRT, thinktank for Indian Product Startups. Program Manager for PlayBook RoundTables. Program Manager and Host for the Product Showcase event for Indian IT Minister

- Volunteer and Program Manager at NASSCOM Product Conclave the Davos of India Product Startups (in 2011 and 2012)

- Volunteer at TiE Entrepreneurial Summit 2009

- Speaker at Facebook Garage 2008

- Contributor at WATBlog - http://www.watblog.com/author/nikhil/

Aurus Network Infotech Pvt Ltd
Head - Business Development
January 2013 - December 2014 (2 years)
Bangalore

Aurus Network is revolutionizing the way distance/online education is delivered. It pioneered the use of internet-based, live 2-way HD classes which connected the best teachers with students across the country and eliminated the need for costly hardware-based video conferencing or VSAT (satellite based) equipments and networks.

As part of the core team, I drive the sales and business development activities. In addition to consolidating and streamlining the existing businesses, I am also involved in exploring new business opportunities. Plus everything else that needs to be done to keep Aurus running :)

Flipkart.com
Product Manager
December 2011 - January 2013 (1 year 2 months)
Bangalore

Product Manager for New Category Launches

- Work with the Business, Engineering and Design team to launch new categories on Flipkart.com
- Launched Flyte (Flipkart.com's Digital brand), Health & Beauty, Lifestyle, Baby Care, Toys, Clothing, Footwear on Flipkart.com

Product Manager for Website Navigation

- Manage navigation aspects of the Flipkart.com website - Home Page,
Category Home Pages, Menu & Flyout

TELiBrahma
Product Manager
April 2011 - December 2011 (9 months)
Bangalore

TELiBrahma is India's leading mobile solutions company founded by top
industry
professionals and backed by top tier venture capital firms. TELiBrahma owns
and operates
BluFi, a network of Bluetooth installations delivering rich media content in
coffee shops,
malls and shopping destinations across the country. TELiBrahma Augmented
Reality
application intARact, that works on image recognition and image matching
provides digital
information recognizing objects in the real world.

- Conceptualize and develop Buzz, a customer engagement and content
delivery
platform over BluFi. On the consumer side, Buss is a simple mobile application
that
serves content based on the users' location and preferences. As a platform,
Buzz
allows rich media content like videos, games, deals etc. to be configured for
delivery
across the BluFi network.
- Develop use cases for consumer engagement through intARact – delivering
movie
information on scanning movie posters, provide information about brands upon
scanning
the logos etc.
- Marketing Communications & Community Outreach – partner with events to
promote
TELiBrahma's offerings, submit award entries, engage with academic
institutions to
collaborate and develop solutions using TELiBrahma's technologies

Accel Partners
Intern
December 2010 - March 2011 (4 months)

- Worked with portfolio companies in the education space
- Strategy and Execution for Online Brand Building and Marketing for a test preparation company
- Develop monetization avenues and define product modules for an education portal
- Research and Analysis for opportunities in the vocational training segment

Minglebox.com
Early Employee (Startup->Pivot->Growth->Scale)
January 2007 - December 2010 (4 years)
Bangalore

Founded by a team of leading industry professionals and backed by top tier VCs, Minglebox.com is India's leading education platform that connects students and education institutes. Over 4 million students use the Minglebox.com platform for test preparation, college information, Q&A and counseling. 200+ education providers use the Minglebox.com platform actively to connect with the student community.

Key Areas of Responsibilities:

- Product Management and Product Marketing
- Pre-sales, Getting Early Customers & Key Account Management
- Delivery & Client Servicing
- Press relations, Media Management & PR

AsiaWheeling Global Enterprises
India Bureau Chief
June 2008 - February 2009 (9 months)

I am involved with AsiaWheeling in my personal capacity.

AsiaWheeling is an adventure travel organization which conducts research, exploration, and executive development from the seats of folding bicycles in hundreds of locations across the vastness of the orient.

Special India Innovation Reports

Technology - http://asiawheeling.com/?p=2075

Healthcare - http://asiawheeling.com/?p=2067

Startups - http://asiawheeling.com/?p=2134

Public Administration - http://asiawheeling.com/?p=2034

Education - http://asiawheeling.com/?p=1963

Exploration -

AsiaWheeling in Varanasi - http://asiawheeling.com/?p=44

AsiaWheeling in Trichy - http://asiawheeling.com/?p=1901

AsiaWheeling in Agra - http://asiawheeling.com/?p=40

PlanetRead
Communications and Research Associate
May 2006 - December 2006 (8 months)

PlanetRead.org is a Google.org-funded non-profit that promotes literacy and reading development using the innovative methodology of SLS(Same Language Subtitling) on film song programs on Doordarshan, India's public broadcaster. PlanetRead also runs two for profit initiatives – DesiLassi.com, a Bollywood video site aimed at NRI audience and BookBox.com, which produces digital storybooks for children using the SLS methodology.

Documentary and Research for PlanetRead

- Led a team of foreign interns that travelled to low literacy areas across India to conduct research on effectiveness of PlanetRead's programs and film a promotional documentary showcasing PlanetRead's efforts.

- Product Management and Marketing for DesiLassi.com and BookBox.com

- Nikhil was part of the team that launched DesiLassi.com. He was involved in coordinating on the design, content integration and development of the website. Nikhil also set up the online marketing and revenue channels for BookBox.com through affiliate programs, SEO & SEM.

Education

National Insititute of Technology (REC), Surat
Bachelor of Engineering, Computer · (2002 - 2006)