Nithin Gangadharan Nair

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Professional Summary

Product professional working on Enterprise Products focusing on **Augmented Analytics, Fraud detection & Cloud transformation**. I'm passionate about developing cutting-edge products that customers love and create value.

Experience and Achievements

Subex Inc. *Product Head* Denver, CO   July 2019 - Till Date

Subex is a pioneer in the space of Digital Trust, providing solutions for 75% of the world's top 50 telcos.
As a Product Head, I am responsible for managing the transformation of Subex products to a next-generation data analytics platform called HyperSense.

- Served as part of the operational leadership team that helped in reimagining company vision and strategy from products to platforms that helped unlock **10x shareholder value**
- Led roll-out of new Hypersense Analytics platform. Resulted in winning more than **$15 million of new business** in Marketing, Revenue & Fraud Analytics for communication providers.
- Led cloud-native product transformations, which helped in making **90% faster deployments**
- Led transformation from traditional licenses to Software-as-Service business models.
- Led integration of Fraud Analytics platform with RAG Wangiri blockchain database, this enabled real-time fraud intelligence exchange with their peers and thereby decrease fraud impacts.
- Represented Subex and delivered talks in multiple GSMA FASG, RAG & CFCA conferences
- Led roll-out of an anomaly detection minimum viable product CrunchMetrics.ai. This helped in validating the market fit for AI-based anomaly detection products in the market.

Subex Inc. *Product Manager* Denver, CO   Jan 2016 - July 2019

As a Product Manager, I was responsible for reimagining the product roadmap and doing market research to explore new business opportunities for Subex.

- Managed Fraud Analytics product portfolio that generated **$10 Million annual revenues** with 100+ customers globally
- Led roll-out of Machine learning models for fraud detection. Resulted in **95%+ accuracy** in fraud detection and **70% more efficiency** in operations
- Led design and integration of Fraud Analytics product with Machine Learning capabilities. This helped in differentiated positioning in the market against competition
- Identified and led the integration of domain intelligence into Fraud Analytics products. This helped analysts to better understand data and **reduced analysis time by 30%**
- Served as part of the operational leadership team to carry out Market Research for Subex in portfolio expansion to new areas including Internet Of things, Cyber Security & Machine Learning

Subex Ltd *Principal Consultant* Bangalore, India   Oct 2014 to Jan 2016
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As a Principal Consultant, I was responsible for managing the business development and consulting activities for all Subex products in Asia Pacific Market, Middle East & Africa markets.

- Instrumental in closing multiple Revenue Analytics deals at Tier-1 operators in the region. This resulted in **winning more than $20 million in new deals**
- Designed & Executed successful Proof-Of-Value engagements with customers, helping customers realize the true return on investments of product implementations and build business cases
- Managed the entire e-to-e RFP/RFI process till the bid submission stage and Proposal Defense.
- Served Member of Change Control board in Subex who takes strategic decisions on product roadmaps on new features
- Actively involved in building Fraud Control library for 4G Networks

Subex Ltd *Sr. Consultant* Bangalore, India   Oct 2010 to Sep 2014
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As a Sr. Consultant, I was responsible for working closely with customers in providing Subject Matter Expertise in the fraud domain and increasing the efficiency of their operations

- Successfully delivered multiple Fraud Analytics projects globally
- Helped win Reliance Jio Fraud Analytics project, a reference project that helped Subex win more deals in future
- Led Design & Roll-out of Real-Time Subscriber Acquisition monitoring solution for fraud detection at Optus Australia, generated R.O.I within 3 months and fraud detection accuracy of 95%+
- Led Business Requirements Gathering & design of Fraud Management system for Airtel-Africa spreading across 16 countries
- Designed library of fraud analytics Rules, KPI and dashboards that could be reused across customers
- Designed Fraud controls library for Mobile financial transactions unlocking a new market for Subex

Subex Ltd *Implementation Consultant* Bangalore, India   Aug 2006 to Oct 2010
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As an Implementation Consultant, I was responsible for requirements gathering and implementation of Revenue Analytics products

- Assisted customers in detecting fraudulent activities and saved over $ 5 million.
- Successfully designed and implemented multiple fraud analytics programs at Qtel Qatar, Vodafone-Ireland, Etisalat UAE, XL-Axiata Indonesia
- Led development and delivery of complex network interfaces
- Installation and configuration of Revenue Analytics solutions
- Led Execution of User Acceptance tests and production launch for multiple fraud analytics instances

Education Qualification
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Bachelor of Engineering in Electronics & Communication, April 2006.
Sri Krishna College of Engineering & Technology affiliated to Anna University, Chennai