

# PRAKHAR

## CONTACT

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[Web3 Portfolio](#)

Singaporean

Singapore

## EDUCATION



Masters in Computing  
National University of Singapore  
2017 - 2019  
Graduated with Honors (Distinction)



Bachelors in Information Systems  
Singapore Management University  
2010 - 2014  
Graduated with Cum Laude  
Deans Honor List (2 years)

## SKILLS

### Software / Programming

Notion

Figma

Google Analytics

Mixpanel

Holistics

Google Data Studio (Looker Studio)

Tableau

Postman

Java

SQL

HTML

Atlassian Products

Slack

Microsoft Office Products

G Suite

## PROFILE

I'm the Head of Product at Kyber Network and I'm building [KyberSwap](#) - a decentralized trading platform in DeFi with a suite of products - a multi-chain decentralised exchange (DEX), a top 3 DEX aggregator & a machine-learning trading analytics product. We have 130,000+ monthly active users.

I have ~10 years of work experience across the blockchain, banking, video games and fintech industries. I started off as a Software Developer and then transitioned to business focused roles eventually pursuing full-time Product Management. I've been part of teams and companies of all sizes, from early-stage startups to more established multinational companies.

You can find my Web3 portfolio [here](#).

## WORK EXPERIENCE



About: Kyber Network's main product is KyberSwap, a multi-chain DEX & aggregator - it allows users to trade tokens & earn rewards by providing liquidity. [KyberSwap](#) has facilitated over \$20B in trading volume, has a TVL of \$62M & has given out \$18M in fees.

### Head of Product

Apr 2022 - Present  
Singapore

- I lead the product team that is building KyberSwap. The ambition for KyberSwap is to become the multi-chain non-custodial and decentralized *Binance* of DeFi where we can offer a full-suite of trading / earning / analytical opportunities together with an amazing user experience.
- Built the Product team comprising of 13 members from the ground up - including sourcing, interviewing, hiring and onboarding.
- Currently managing 3 Product Managers, 3 Product Designers, a Technical Writer, 2 Growth Analysts and a 4-person Customer Support function
- Achieved a 10x+ growth in user base YTD from 9k MAU to 138k MAU on KyberSwap
- Generated ~\$2M in revenue YTD via our DeFi product offerings on KyberSwap

### Senior Product Manager

Oct 2021 - Mar 2022  
Singapore

#### Product Strategy

- Devised the product strategy & short term / mid-term product roadmap
- Defined and drove the key metrics for KyberSwap. Primary metrics included number of on-chain transactions, enabling revenue streams and user acquisition (especially whales). Secondary metrics revolve around TVL, Volume & DEX aggregator rates.
- Created monetisation strategies that can be enabled through KyberSwap. We build features with a scalable fee structure to help generate revenue either now or in the future
  - eg. *Liquidity Pool fees, DEX Aggregator fees, Limit Order fees, Positive Slippage Fees*
- Developed go-to-market strategies with Marketing, BD and Operations
  - eg. *Launch of KyberSwap Elastic Farming (concentrated liquidity AMM) together with a yield farming program in partnership with Lido, Axelar and Pendle*

#### Product Development

- Managed the design, execution & rollout of a plethora of features on KyberSwap. Some features I worked on include:

#### Core Features

- 2 x Concentrated liquidity protocols (with SDKs)
- Trading via DEX Aggregation (with external APIs)
- Limit Orders (with external APIs)
- Cross-chain Swaps & Bridge
- Expansion to 14 blockchains (EVM and non-EVM)
- KyberAI (AI-enabled trading insights)
- KyberDAO
- KyberSwap Trading Widget (with an SDK)

#### Growth Features

- Trading Campaigns
- Referral Programs
- On-ramp Integration
- Notification Center
- Gas Faucet
- \$KNC Token Utility

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📁 [Web3 Portfolio](#)

🇸🇬 Singaporean

📍 Singapore

## LANGUAGES

English 

Hindi 

Thai 

## INTERESTS

Finance / Investments

Consumer Technology

Video Games

Football 

Cricket

Badminton

### Product Analytics

- Conducted market, competitor and user research during the product ideation phase
- Organised and managed medium-scale NPS surveys (600+ respondents), user interview sessions & usability testing for various product features
- Setup MixPanel, Google Analytics and Holistics to monitor on-chain and off-chain metrics in order to continuously evolve and improve the product
- Setup feedback and engagement loop with users through creation of a public [product roadmap](#) and [feature request](#) platform

### Partnerships / Operations

- Contributed to KNC tokenomics discussions & increasing token utility through KyberSwap
- Assisted our partners with various product integrations eg. DEX aggregator integrations with DexTools, DexScreener, DexCheck, Trust Wallet, Unibot, Thorchain, Defillama etc.
- Assisted on the product side with liquidity operations for key partners like Lido, Avalanche Foundation, QiDao, Pendle



About: [Thought Machine](#) is a fintech firm headquartered in London that builds cloud-native technology to revolutionise core banking. Their flagship product Vault allows banks to shift their core banking infrastructure from legacy systems to the cloud to meet the demands of modern digital banking

### Technical Business Analyst

Jun 2020 - Sep 2021  
Singapore

- Worked directly with clients (banks & fintechs) to elicit business requirements related to their retail banking products (lending & deposit)
- Collaborated closely with Developers, Project Managers, Product Teams and Engineering to implement client requirements
- Produced technical & business specifications to guide clients through implementation
- Successfully implemented our core banking solution in 2 banks - [Mox Bank](#) in Hong Kong, [GXS Bank](#) in Singapore
- Participated in 4 proof of concepts with potential clients to demonstrate the functionality of our core banking software



About: [Ubisoft](#) is a video game developer headquartered in France that aims to create memorable & meaningful gaming experiences for its players. It is one of the most valuable independent video game publishers in the world with famous games like Prince of Persia, Assassin's Creed & Tom Clancy

### Business Analyst & Product Owner

Nov 2018 - May 2020  
Singapore

- Analyzed business requirements of AAA gaming project teams (developers, artists, product managers etc.), designed digital solutions and implemented them
- Collaborated with product managers in Shanghai, Paris and Montreal to develop, test and improve our portfolio of digital solutions within the organization
- Managed a small team of business analysts across China and India



About: [Credit Suisse](#) is a global investment bank and financial services firm headquartered in Switzerland. It is one of the leading institutions in private banking and asset management, with strong expertise in investment banking.

### Software Developer & Business Analyst

Jul 2014 - Oct 2018  
Singapore

- Worked on a regulatory project to improve the forecasting of legacy settlements system
- Analysed as-is legacy settlements system & designed architecture of the to-be system
- Developed the forecasting module of the settlements system using Java, SQL & Drools
- Managed Data Center and other infrastructure projects across Singapore & Japan