

# ARUN RAJAPPA

## Product & Business Leader

Builder, Author, Teacher

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**Summary:** Hands-on leader with a track record of growing a P&L, building world-class products, and leading teams with a culture of innovation & execution. Passionate about the future of tech & play.

## WORK EXPERIENCE

### ► Country Manager & Strategic Market Lead, Riot Games, India & South Asia Feb 2023 - Present

- Riot Games is a leading studio known for VALORANT, League of Legends, and creating eSports
- I lead the business and the P&L for Riot Games in India & South East Asia
- Delivered 14%+ YoY MAU growth (over last 3 years) through an integrated digital marketing focus
- Own the strategic plan; secured long-term India investments by pitching our senior leadership team

### ► Director, Product Management, Android & Play, Google India Aug 2021 - Jan 2023

- Led the product team that launched JioPhone Next, built for 400Mn+ first-time smartphone users in India
- Owned the product roadmap & OKRs across SmartPhones for India, Google Play in India & Pixel Watch
- Led a global 8 member product management team across Bangalore and London

### ► Partner Director, Product Management, Microsoft India & USA 2003 - Aug 2021

- Jan '20 - Aug '21: Led a team of 120+ PMs across Microsoft Teams, Sovereign Cloud, and M365 Platform
- Sep '15 - Jan '20: Launched 4 new products for Emerging Markets; grew Microsoft Kaizala to 7Mn+ users
- May '03 - Sep '15: Product Manager across Microsoft Outlook, Sharepoint, and Microsoft Office Live

## SKILLS

### Technical Skills

- Product: User research, JTBD, Product Backlogs
- AI tools: Codex, Claude Code, Windsurf, n8n
- Code: Python, Elixir, nodejs/JavaScript
- Design: Prototyping (Figma), Midjourney, Sora

### Leadership Skills

- Country Office: Hiring, HR, Legal, Partnerships, GovRel
- P&L: Finance, Budgeting, Top- and bottom-line focus
- Strategy: Strategic investment plans, roadmaps
- People: Mentor, Coach, and Manager for 15+ years

## EDUCATION

**MBA, Indian School of Business.** President, India Business Club 2002-2003

**Bachelors in Engineering,** Industrial Engineering, Delhi College of Engineering 1994-1998

## OTHER

- **Builder:** Co-founder & CTO, Twyst, a retention marketing platform for restaurants ('13-'15). I help startup founders build prototypes: currently, working on a word game, an assistant for children with speech disabilities, a food social network, and a hiring site.
- **Author:** "Failing Well: Lessons in Product Management" ([Amazon](#))
- **Teacher:** Have run several product management & artificial intelligence workshops across industries (manufacturing, technology, entertainment) and educational institutions. Details here.