

# Nikhil Koundinya

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## Work Experience

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### Product Manager ([Valcre](#))

February 2026 - Present

- Spearheaded an end-to-end analytics initiative, **enabling Customer Success to build dashboards and QBR decks for 100+ customers**, by auditing event infrastructure and closing instrumentation gaps.
- Launched the Photos Tab, **saving appraisers 30 minutes per day**, by leading discovery into photo workflows and scoping in-workspace upload and curation.
- **Secured 6 pilots across two expansion products**, a Cost Approach module and an AI-powered banking product (\$40B market), by partnering with the CEO and sales team.

### Contract Product Manager ([Outcome](#))

October 2025 - January 2026

- Delivered 10+ reusable AI workflows for leading real estate firms, **saving clients 6+ hours per week**, by identifying automation opportunities and translating them into engineering requirements.
- Standardized AI prompting across the team, **improving extraction agent accuracy by 20% and reducing client deployment turnaround by 15%**, by formulating a step-by-step prompting framework.
- Spearheaded the integration of Amplitude into the website and core agentic product, **giving the team visibility into user behavior for the first time**, by advocating for it after identifying gaps in event tracking.

### Product Manager ([SpotDraft](#))

October 2024 - June 2025

- Built an internal AI tool that catches syntax errors in computation code, **reducing Legal Ops turnaround by 10%**, by running discovery on their most common errors and designing the workflow to target them.
- Shipped Signing Queue, **reducing unsigned contract backlog by 45%**, by presenting contracts in a continuous, prioritized flow built with Design, Engineering, and Customer Success.
- Released Contract Context, **cutting signatory drop-offs by 35%**, by surfacing key friction points from analytics and aligning with leadership for a swift release.
- Redesigned onboarding for add-on products Clickwrap and Legal Hub, **increasing completion rates by 30%**, by incorporating customer feedback and usability test findings.

### Associate Product Manager ([SpotDraft](#))

April 2023 - September 2024

- Released archiving features for Contract Types and Counterparties, **saving the support team 10 business days per month**, by collaborating with Support to identify high-friction manual processes.
- Launched Workflow Manager, **saving users over 20 hours per month**, by enabling fully self-serve workflow creation designed through feedback sessions with key users and cross-functional teams.
- **Drove \$50,000 in ARR** through Workflow Manager by delivering insights on customer subscription usage and partnering with business teams to drive product-led adoption.

## Skills

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**Tools:** Claude Design, Figma, Amplitude, Mixpanel, SQL, Microsoft Excel, Jira, Datadog, Metabase

**Methodologies:** AI Prototyping, Data Analysis, Kanban, Market Research, Pricing Strategy, Product Strategy, Project Management, Scrum Methodologies, User Stories, User Testing

## Education

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**BTech, Electronics & Communication** [BITS Pilani, Goa Campus](#)

August 2018 - May 2022