Nasr Khan

Chief Product & Business Officer | AI Product Leader | P&L Owner

3x Founder, 1 Exit • 0-to-1 Business Builder • AI-Native Products • Consumer Internet, Marketplaces, Fintech & B2B SaaS
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New Delhi, India • Open to relocation: US, UK, GCC (Gulf), Australia, New Zealand

SUMMARY

Product and business operator with 24+ years of building digital businesses from zero and running them with full profit and loss (P&L) ownership. Founded three companies and sold one to Paytm. Launched and ran two hotel businesses inside large consumer internet companies, Paytm and ixigo, owning product, revenue, partnerships and customer experience. Built and led a 230-person product and engineering studio that shipped 12+ products for startups, enterprises and government, from B2B SaaS and enterprise AI to fintech and healthtech. Now focuses on AI-native products, agentic AI systems and AI-led business transformation. Open to Chief Product Officer (CPO), Chief Business Officer (CBO) and business unit head roles.

CAREER HIGHLIGHTS

- **Built ixigo Hotels from zero to India's 3rd largest hotel online travel agency (OTA) by volume in under 10 months:** 4,500+ room nights a day, with projected FY25-26 Gross Merchandise Value (GMV) of ~$57M (INR 5 Bn) and revenue of ~$6.8M (INR 600 Mn).
- **Launched Paytm Hotels in 90 days** and grew it to ~$610K (INR 42.5M) in monthly revenue within 10 months, a ~$7.3M annual run-rate.
- **Founded, funded and sold NightStay,** India's first last-minute booking app for premium hotels, after scaling it to 1,000+ hotels across 30 cities. Acquired by Paytm.
- **Built a 230-person product organization at LaunchPod Labs** and shipped 12+ products, including an enterprise generative AI SaaS platform; clients went on to raise $100K–$4.5M.

PROFESSIONAL EXPERIENCE

Fractional Chief Product Officer & Business Advisor — Nov 2025 – Present
Independent Practice | *Product and business leadership for founders and leadership teams*

- Take on focused mandates with founders and leadership teams across product strategy, 0-to-1 product design, growth, monetization and business model decisions.
- Advise on AI-led product modernization. Identify where agentic workflows and large language model (LLM) automation can replace or improve existing products and operating processes.
- Build and test AI-native product concepts, automation workflows and new business models hands-on, to stay current with the fast-changing AI product stack.

Senior Vice President & Business/Product Head, Hotels — Jul 2024 – Oct 2025
ixigo (Le Travenues Technology Ltd) | *Publicly listed Indian online travel platform*

- Built ixigo's Hotels vertical from zero with full ownership of the P&L, product, customer experience (CX) and business development (BD). Set the product strategy and roadmap.
- Grew the business to 4,500+ room nights a day and made it India's 3rd largest hotel OTA by volume in under 10 months.
- Drove 46% quarter-on-quarter growth through product-led growth. Projected FY25-26 GMV of ~$57M (INR 5 Bn) and revenue of ~$6.8M (INR 600 Mn).
- Raised the take rate from 6.8% to 8.9%, with a projected path to 11%.
- Launched AI and Machine Learning (ML) hotel search ranking and personalization, price discovery, and AI voice systems for customer support and booking reconfirmation. Tripled conversion and cut bump-offs (confirmed guests turned away at check-in) by 80%.
- Built a lean team from 3 to 25 people and set up product operations and cross-functional working processes.

Co-Founder, Chief Executive Officer & Head of Product — Nov 2020 – Jul 2024
LaunchPod Labs | *Full-stack product development studio for startups, enterprises and government*

- Co-founded and ran the studio. Built a 230-person product, engineering, design and quality assurance (QA) team.
- Led product discovery, business strategy, minimum viable product (MVP) builds and Go-to-Market (GTM) for 12+ ventures across B2B SaaS, AI/ML, fintech, healthtech and sporttech. Clients raised $100K–$4.5M from leading investors.
- Led the build of an enterprise generative AI SaaS platform: one-click content templates, CRM and database integrations, a custom chatbot builder, private-cloud hosting, access and budget controls, and support for multiple LLM providers.

- Built a real-time AI fraud detection module for a large financial institution, using anomaly detection, network graph analysis and fine-tuned generative AI models.
- Took a healthtech client's MVP live in ~100 days. It generated 10,000 validated leads in its first month, and the client raised $4.5M within 3 months.
- Also delivered a gift card marketplace with branded debit card issuance, and a vendor, budget and athlete management platform for a national government sports program across 28 states and 8 union territories.

Vice President & Business/Product Head, Hotels Jul 2018 – Oct 2019
Paytm (One 97 Communications Ltd) | *India's leading digital payments and commerce platform*

- Launched Paytm's hotel business from scratch in 90 days and owned its product vision, roadmap and full lifecycle, with consumer (B2C) and partner (B2B) apps built on Paytm's payment stack.
- Grew monthly revenue to ~$610K (INR 42.5M) in 10 months, a ~$7.3M annual run-rate, through GTM strategy, hotel partnerships and customer-experience-led growth.
- Built and led a 150-person cross-functional team across product, engineering, design, sales, operations and support.

Founder & Chief Executive Officer Dec 2014 – Jul 2018
NightStay | *India's first last-minute booking app for premium hotels; acquired by Paytm*

- Launched the product and bootstrapped it to 20+ hotel chains and ~$15K (INR 1M) in monthly revenue.
- Raised seed funding and expanded to 1,000+ hotels across 30 cities while managing customer acquisition cost (CAC) against lifetime value (LTV). Led product through to the sale to Paytm.

Vice President, Product Management Nov 2010 – May 2014
Info Edge (India) Ltd | *Parent of Naukri.com, 99acres and Shiksha.com; led product for Shiksha.com*

- Grew Shiksha.com's user-generated content (UGC) traffic by 500% in 3 years and built a 1,100+ expert community.
- Led Shiksha's mobile strategy: mobile share of traffic grew from 5% to 35% in a year, and conversions rose 250%.
- Won the Info Edge Achievement Award for Most Innovative Product Design (online application forms for top B-schools).

EARLIER EXPERIENCE

Co-Founder & Chief Product Officer | **FirstDialog** Jun 2009 – Nov 2010
Project Manager, Asia-Pacific (APAC) | **Nokia** Sep 2007 – Apr 2009

ADVISORY & MENTORING

Product Mentor | **GSF Fund** 2020 – Present
Mentor | **IIIT Delhi Entrepreneurship Cell** 2022 – 2023

SKILLS

Business & P&L: P&L Ownership | Business Model Design | Unit Economics (CAC, LTV, Take Rate) | Revenue & Monetization | Pricing & Packaging | Go-to-Market (GTM) | Strategic Partnerships | Fundraising & Investor Relations | Venture Building

Product & Growth: Product Vision & Strategy | 0-to-1 Product Development | Product-Market Fit | Product-Led Growth | B2B SaaS & Enterprise Platforms | Marketplaces | Conversion Rate Optimization (CRO) | Search Ranking & Personalization

AI & Technology: AI-Native Product Strategy | Generative AI (GenAI) | Agentic AI & LLM Products | AI Agents & Orchestration | Retrieval-Augmented Generation (RAG) & Context Engineering | Tool Calling | LLM Evaluation (Evals) | Human-in-the-Loop | Model Routing | AI Guardrails & Governance | Multimodal AI | AI Voice Systems | AI Fraud & Anomaly Detection | AI Unit Economics | API & Platform Integrations

Leadership: Organization Design | Team Scaling (up to 230 people) | Cross-Functional Leadership | Executive Stakeholder Management | Operating Model Design | Capital-Efficient Execution | Founder & CEO Advisory

EDUCATION

Executive Program in Business Management | Indian Institute of Management (IIM) Calcutta
M.Sc., Telecommunication & Wireless Engineering | Sikkim Manipal University (SMU)
Post Graduate Diploma in Computer Applications | Kurukshetra University
B.Sc., Statistics, Mathematics & Physics | Aligarh Muslim University (AMU)