

# RISHANT KUMAR

**Product, Partnerships & GTM Leader | AI Workflows, Payments, Enterprise Platforms & Web3 Infrastructure**

+91 98864 40187 | rishantster@gmail.com | Bangalore, India | Open to relocate worldwide

## EXECUTIVE PROFILE

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Product, partnerships and ecosystem leader with 15+ years across enterprise platforms, Web3 infrastructure, AI-assisted product workflows and emerging payments. Former CEO of KILT Protocol, with experience leading protocol strategy, ecosystem positioning, governance coordination, partner narratives, fundraising support and GTM execution. Earlier Senior Tech Lead at PwC, delivering enterprise transformation programs for global clients including Waymo, Nestle, Cubic Transportation, Toronto Hydro and Shiseido.

Strong fit for product strategy, strategic partnerships, ecosystem leadership, fintech/payments product roles, technical program leadership and founder's office roles where technical depth, market narrative and execution need to come together.

## CORE STRENGTHS

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**Product & GTM:** product strategy, roadmap planning, PRDs, partner narratives, competitive analysis, technical documentation, fundraising support

**Partnerships & Ecosystems:** strategic partnerships, developer ecosystems, founder engagement, APAC expansion, community-led growth, partner enablement

**Payments & Emerging Tech:** cross-border payments, FX quote flows, wallet UX, stablecoin settlement, payout rails, KYC/KYB partner orchestration

**AI-assisted Execution:** Claude Code, OpenAI Codex, ChatGPT, Cursor, product prototyping, technical research, workflow automation

**Enterprise Platforms:** SAP transformation, integrations, stakeholder management, distributed delivery, business process automation, technical architecture

## PROFESSIONAL EXPERIENCE

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### CEO, Product and Ecosystem Lead | KILT Protocol

Berlin / Remote | 2024 - Feb 2026

- Led protocol-level strategy for decentralized identity infrastructure, aligning product direction, governance priorities, ecosystem roadmap and partner narratives across a distributed stakeholder base.
- Repositioned KILT across decentralized identity, infrastructure, developer adoption and partner-led growth, translating complex protocol capabilities into clearer market-facing narratives.
- Managed relationships with core contributors, ecosystem partners, governance stakeholders, developer communities and strategic collaborators across Web3.
- Supported strategic initiatives and fundraising activity, contributing to approximately \$2M in funding across the 2023-2024 leadership and growth period.

### Head of Growth | KILT Protocol / BOTLabs GmbH

Berlin / Remote | 2022 - 2024

- Built partnership pipeline across Web3 startups, infrastructure teams, enterprise prospects and developer communities.
- Led APAC growth strategy through workshops, founder engagement, ecosystem events and community programs around decentralized identity.
- Converted DID protocol capabilities into partner use cases, GTM materials, founder workshops and developer-facing adoption motions.
- Worked with leadership and technical teams to connect protocol roadmap, market needs, partner feedback and ecosystem adoption priorities.

### Strategic Ecosystem Lead, APAC | Polkadot Ecosystem (External)

APAC | 2019 - 2024

- Built regional ecosystem initiatives across APAC for developers, founders, funds, protocol teams and community leaders.
- Organized hackathons, workshops, meetups and community-led programs that increased regional visibility and founder engagement.
- Connected founders, developers and ecosystem stakeholders with resources, programs and collaboration opportunities across the broader Polkadot network.

## ENTERPRISE AND EARLIER EXPERIENCE

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### Senior Tech Lead, Enterprise Platforms | PricewaterhouseCoopers (PwC)

US / Global | 2016 - 2022

- Led enterprise SAP transformation, integration and technical delivery programs for global clients in mobility, utilities, transportation, consumer goods and manufacturing.
- Delivered implementations and technical architecture work for Waymo, Nestle, Cubic Transportation, Toronto Hydro and Shiseido.
- Bridged business requirements, technical architecture, integrations, stakeholder management and implementation execution across distributed teams.
- Shipped mission-critical platforms across supply chain, operations and business process automation environments.

### SAP Consultant | Tech Mahindra

Bangalore, India | 2014 - 2016

- Implemented enterprise SAP systems for global consumer brands and operational transformation programs.
- Delivered ABAP development, integrations, reporting and supply-chain process support across large-scale enterprise environments.

### Analyst Programmer | Caterpillar Inc.

Bangalore, India | 2012 - 2013

- Supported enterprise systems powering global manufacturing, operations and internal business processes.

### Aerospace Engineer, Internship | CSIR - National Aerospace Laboratories

Bangalore, India | Early Career

- Built early engineering experience across aerospace research, analytical problem-solving and technical documentation.

## SELECTED DOMAIN DEPTH

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**Payments and FX:** cross-border money movement, stablecoin settlement, FX quote presentation, wallet UX, local payout rails, on/off-ramp partner models and compliance/KYC dependencies.

**AI execution:** uses Claude Code, OpenAI Codex, ChatGPT and Cursor to accelerate product thinking, prototyping, technical research, documentation and workflow design.

**Web3 and enterprise infrastructure:** decentralized identity, wallets, multi-chain UX, developer platforms, SDKs, blockchain APIs, SAP ABAP, integrations and supply chain systems.

## EDUCATION AND CERTIFICATIONS

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Polkadot Blockchain Academy Graduate | The Hong Kong Polytechnic University | Hong Kong

Bachelor of Engineering | Visvesvaraya Technological University | Bangalore, India | 2006 - 2010

SAP ABAP Certified Developer | SAP Germany

Languages: English - Fluent | German - A1