

Rishi Khiani

Chief Executive



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About Me

As an entrepreneur and media professional, I have held top leadership positions at two of India's largest internet conglomerates, serving as CEO of **Times Internet Ltd.** and as the founding COO of **Network18 Digital**. In these roles, I was responsible for the launch or revamp of various platforms, including **The Times of India, Economic Times, MoneyControl, BookMyShow, Yatra, IndiaTimes, NBT, iDiva, CricketNext, and Zigwheels**. I have also had two successful exits, with **UrbanEye Media** being acquired by the Network18 group in 2006 and my last startup, **Scootsy**, being acquired by Swiggy in 2018.

I have a proven track record of driving innovation and disruption in various industries. For example, I struck the first licensing deal for streaming with all major record labels, including T-Series, for India's first music in the cloud platform, IN.COM. I later conceptualized and built **Gaana** for the Times Group. In 2011, I led a Times Internet-backed consortium that acquired the **IPL (Indian Premier League)** internet, mobile, and global broadcast rights for four years.

In addition to my corporate experience, I am the co-founder of **Fork Media (Curly Tales, Mashable, IGN)** and Revolutionary Fitness. Over the last four years, Fork Media has established a presence in eight countries and has been recognized as one of the fastest-growing tech companies in the Asia Pacific region by Financial Times, ET, and Deloitte. In 2018, Revofit received a strategic investment from Marico Ltd

Work Experience



Chief Executive Officer

Kaam is a platform that helps connect job seekers and employers in the hospitality industry in India *March 2020 to present (2 years, 10 months)*

Kaam.com is a leading provider of talent sourcing and rapid skill development services to the hospitality industry. Through the use of proprietary AI technology, we are able to accurately match candidates with relevant job opportunities, ensuring that our clients have access to the best talent available. In addition to our talent sourcing capabilities, we also offer financial inclusion services to our workers, helping them to access the financial resources they need to succeed in their careers.

In order to source the most qualified candidates, we have built a network of vertical recruiters who are able to identify top talent from across India. We have formed partnerships with key governing bodies in the hospitality industry, positioning us as a go-to solution for staffing needs in restaurants, hotels, and the tourism sector. With a focus on providing the highest level of service and support, Kaam.com is committed to helping our clients succeed in today's competitive market.

Work Experience



Chief Executive Officer

Antfarm Business Incubator Pvt Ltd.

December 2012 to Feb 2020 (7 years, 2 months)

As the founder of Ant Farm, a Mumbai-based venture studio, I have been responsible for creating and growing a portfolio of successful businesses with a focus on ideating and building global brands from India. Our company aims to take a consistent lineup of innovative ideas and turn them into long-term successful businesses.

Some of the notable companies that have emerged from Ant Farm include:

- **Fork Media Group:** Our premium audience and native advertising platform is ranked 4th on Deloitte's Fast 50 list of fastest growing tech companies in Asia and #31 on the Financial Times list of fastest growing companies in APAC.
- **Scootsy:** A discovery and delivery platform for the hottest restaurants, food stores, gifts, and boutiques in your city, Scootsy was recently awarded "food app of the year" at the Restaurant Awards 2018. In July 2018, Scootsy was acquired in a 100% cash deal by Nasper-backed Swiggy and is now a significant part of India's largest delivery platform.
- **HelloGreen:** A chef-backed farm to fork to farm brand that aims to prove that healthy food can be delicious and accessible. Part of the proceeds go back to green charities that support the environment and the farming ecosystem.
- **Fork Content Network:** A vertical content network that incubates, licenses, or acquires content properties. Some of our brands, including **HauterFly, Mashable, AskMen, IGN, and Curly Tales**, are category leaders and generate over a billion views per month on Facebook, YouTube, and the web.



Chief Executive Officer

Times Internet Ltd.

Aug 2009 to August 2012 (3 years)

During my three-year tenure at Times, I led the company through a successful turnaround, establishing it as the number one digital media company in India by growing monthly unique visitors from 12 million to 30 million. My achievements included building Gaana.com, which became the number one music site in India within three months of its launch, and driving revenue growth of 100% in 2.5 years.

I secured the IPL rights for streaming, radio, and international broadcast for a period of four years, and struck video content deals with the English Premier League and the NBA. In addition, I drove the rapid growth of the Times network, with growth on par with Facebook and ahead of other networks in India. I led marketing and strategic initiatives that took seven of Times' content verticals to the top spot on Comscore.

Other highlights of my time at Times include verticalizing the sales team, launching HR initiatives such as LEAP, Aspire, and Inner Circle, and launching Times Internet University, a study-at-work program focused on vocational skills and personality development. I also oversaw the overhaul of the front end of all Times websites and launched smartphone and connected TV apps for Times and ET, as well as Times City. In addition, I launched T-Labs, an early stage incubator/accelerator for Times, and Times Local Partner, a program to partner with international brands and bring them to India.

Work Experience



Chief Operating Officer

Network18 Digital (web18)

Aug 2006 to July 2009 (3 years)

As Chief Operating Officer of Web18, I had complete business and operational responsibility for the growth of the company's content verticals, including ibnlive.com, cricketnext.com, indiwo.com, buzz18.com, josh18.com, and the horizontal portal, in.com. I worked closely with editorial, technology development, marketing, and sales teams to achieve business objectives and architect the overall product and long-term business strategy.

I joined Web18 as the Entrepreneur in Residence following the acquisition of UrbanEye Media, a company I founded in 2006. During my time at Web18, I was instrumental in growing the company's valuation tenfold in two years and led the redesign of the group's flagship portal, Moneycontrol.com, consolidating its leadership position in the financial space. I drove the front-end for portfolio investments such as BookMyShow.com and Yatra, both leaders in the commerce space, and built out ten core verticals for the group.

I created specialized product and design teams that gave Web18 a competitive edge and led the acquisition of in.com with the then CTO, Varun Singh. I spearheaded the build-out and go-to-market strategy for in.com, aggressively pushing it to become a market leader in the horizontal space. I pioneered the concept of music in the cloud with In.com Music and took Network18 from the 17th position on Comscore to the 5th position in just three months, additionally I built the popular Markets on Mobile application and kickstarted the group's mobile strategy.



Founder & CEO

UrbanEye Media

April 1998 to June 2006 (8 years, 2 months)

As the founder and former CEO of UrbanEye Media, I successfully grew and led a digital agency that provided high-end custom design and development solutions for a variety of clients around the world. My team was known for its innovative design concepts and ability to quickly adopt new technologies, such as Flash, Java, and streaming video. Under my leadership, UrbanEye became profitable within the first year and expanded to include three global satellite offices and 15 affiliate sales reps.

In 2006, UrbanEye Media was acquired by the Network18 group and played a significant role in the creation and maintenance of all portals within Network18 and Viacom. UrbanEye served a diverse range of clients, including the US Army, Nike, MTV, FIFA, Universal Music, Diageo, Kraft, the US Chamber of Commerce, and the US Navy. I have been recognized for my work, with mentions in ABC and Maxim International, and received a personal recommendation from US ambassador Paul Bremmer for my efforts on CPA Iraq.

Relevant Skills

- Entrepreneurship
- Product Development
- Marketing and Growth
- Business Strategy
- Sales Management
- Talent Management
- UI and UX Design

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Education History



Babson College

1993 - 95

Universidad de Salamanca

1995 - 96



Bachelor of Commerce

HR College

Year of Graduation: 1993

Recognition and Volunteering

Mumbai's 40 Game Changers over the last 40 years

Mid-day's 40th Anniversary list of Mumbai's Trendsetters

India's Top 50 Renaissance People

Hi Blitz · Nov 2016

Top 25 powerful people in Indian digital business

VC Circle · Jun 2012

India's Hottest Young Executives

Business Standard · Jan 2010

Top 10 Rocking People in Business

Outlook Business · Jan 2010

Member

H2 India Chapter

The premier global leadership network for the technology industry supporting startup ecosystems around the world.

Founder

A Billion Hands Foundation

A non-profit initiative that I had launched with the media support of CNN and CNBC-TV18. It was launched post the 26/11 terror attacks in Mumbai. It organised events and concerts that raised funds that went to improve emergency services and first responder requirements like ambulances and medical equipment.

https://en.m.wikipedia.org/wiki/A_Billion_Hands_Concert