Rishi Modha

OWNER-OPERATOR | VENTURE BUILDER | PRODUCT & PORTFOLIO VALUE CREATION

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PROFILE

Owner-operator and product leader with more than 20 years building, growing and fixing businesses across software, ecommerce and physical products. Founded and sold two companies and spent 17 years building FIPLAB into a profitable global software business. Works with founders, leadership teams and investors to test opportunities, make product and go-to-market decisions, improve operations and put AI into useful workflows. Stays close to delivery and commercial results.

2 BUSINESSES SOLD • 60+ PRODUCTS • 40M+ DOWNLOADS • 500K DAILY USERS • MILLIONS IN PROFIT

WHAT I BRING

Venture building and product leadership - test demand, shape the offer, set priorities and work directly with design and development through launch.

Portfolio company improvement and diligence - check the product, market, customer evidence, go-to-market and economics, then work with the team on the fixes.

Operations and practical AI - remove slow work, build useful systems, create working MVPs and use AI where it improves time, cost, quality or performance.

EXPERIENCE

FIPLAB | Co-Founder & Head of Product **2009-PRESENT**

- Built a bootstrapped Mac and iOS software business to more than $10m in global sales and millions in profit, without external capital.
- Set product and commercial direction across 60+ launches reaching 40m+ downloads and 500k daily users.
- Recruited and led remote product, design and development teams; owned portfolio, roadmap, pricing, launch and retention decisions.
- Built a cross-promotion platform serving 350k+ users; audience rules and testing increased sales by more than 100%.
- Built FIPLAB's direct store, trial and licensing channel; served 100k+ users, raised total sales 20% and reduced platform dependence.
- Negotiated six-figure commercial partnerships and improved payment, licensing and distribution terms.

ADDITIONAL EXPERIENCE

Education Prints | Head of Operations **2023-PRESENT**

- Lead operations across an ecommerce and manufacturing business, working across product range, fulfilment, manufacturing, customer feedback and day-to-day delivery.
- Find and fix slow handovers, unclear ownership and repeat work across teams.

LaunchMind | Founder **2007-2008**

- Founded and built a recruitment technology startup, then sold it in 2008.

TalkXbox | Founder **2003-2007**

- Founded and grew a gaming news and community business, then sold it in 2007.

State Street Global Advisors | Portfolio Analyst Intern **MAY-AUG 2007**

- Monitored 15 global fixed-income ETFs and 10 platinum swap funds, including portfolio and cash-flow checks.
- Automated cash-flow forecasting, saving roughly two hours per person each day, and fixed data inconsistencies that slowed reconciliation.

SELECTED HANDS-ON WORK

AI Support System - replaced Zendesk and Ghost with an owned support and publishing system: 248 articles, product-aware AI drafting and a route from customer issue to verified fix.

CompareStockISA - built a financial comparison product with a deterministic fee engine and 377 automated tests covering platform, dealing and FX rules.

Bupa Invoice Extractor - built a local PDF-to-Excel workflow that reconciles a year of dental invoices into checked accounts without sending private data to an external service.

ForgeKit - turned the repeated infrastructure behind more than 60 product launches into 18 reusable Swift modules backed by 449+ tests.

More work: rishimodha.com/case-studies

EDUCATION

King's College London | BSc Business Management, First Class Honours | 2005-2008

Top of class. John Mark Cup for Economics. Accenture Prize for Most Meritorious Performance.

Twyford C of E High School | A-levels and GCSEs

A-levels: Maths (A), Economics (A), Chemistry (A). GCSEs: 10 A*/As.