ROBY JOHN

Pune & Bengaluru, India · robytj@gmail.com · linkedin.com/in/robytj · roby.us

Founder-operator who builds country teams from zero and takes consumer products to the next billion users. 200M+ installs across 100+ games · three companies founded · Y Combinator W12 · a16z Speedrun SR001 · 18 years shipping on the App Store.

SUMMARY

Twenty-seven years across global enterprise software and consumer startups, the last sixteen as CEO. Built SuperGaming from three founders in Pune to a 180-person studio with a Singapore HQ, three Google Play Best of awards and India's largest home-grown shooter launch. Earlier: founder-CEO of a YC-backed education company in the San Francisco Bay Area (50+ games, 18,000 schools); first employee who established AmberPoint's India Center; early engineer who grew Indigo Architects from 5 to 70 and ran OneTravel.com's engineering across two continents. Known for going to the ground — 21 cities, 10,000 players met face to face — and for turning what players say into what ships. Measured, always, on two numbers: user growth and monetization.

SELECTED OUTCOMES

- **Built a country team from near zero:** SuperGaming, 2019 → 180 people across Pune and Singapore; cross-functional pods (product, engineering, art, live-ops, community, marketing, esports) under one operating cadence of weekly releases.
- **Adapted global formats for India, then exported the playbook:** rebuilt a battle-royale to run on an ₹8,000 phone (RAM streaming, delta patches, Hindi VO, vernacular onboarding); launched Indus to #1 on the App Store, 3M installs in six days, 750K DAU; lifted store rating 3.1 → 4.0 in ninety days by shipping against player feedback weekly. Re-launched as Prime Rush for Brazil (with LOUD) and MENA (with PlayHera), hyper-localised each time.
- **Grew users and monetization through product, not just marketing:** 10M+ pre-registrations via 1,000+ on-ground reps across 28 states, creator programs and city WhatsApp communities; D2C web stores (SuperX) that moved revenue off platform fees; first EBITDA-positive quarter in eight years (FY27 Q1).
- **Influence without authority, across time zones:** multi-year partnerships with Bandai Namco (PAC-MAN live-ops worldwide since 2019), EA/Respawn (Apex Legends content on our engine), Roblox, Google Cloud, LOUD (Brazil) and PlayHera (MENA) — none of whom reported to me.
- **Education at scale:** TapToLearn (YC W12, ImagineK12) — 50+ learning games, 20M+ downloads, used in 18,000 schools; seed-backed by Khosla, Shasta, Eniac and the Start Fund.
- **Credibility on both sides of the ocean:** only Indian company in a16z's inaugural Speedrun cohort (SR001, 2023 — 40 of 1,500+ applicants); invited speaker at Supercell Games First (Helsinki), Google Playtime (Singapore), Apple (Pune), GDC and devcom.

EXPERIENCE

SuperGaming — Co-founder & CEO — Pune & Singapore · Jul 2019 – present

Series B-funded studio (investors include a16z, Bandai Namco, Skycatcher, Steadview, 1Up). Games: Indus / Prime Rush, MaskGun (110M+ installs), Tower Conquest (25M), Silly Royale (25M), Battle Stars (15M), Showdown on Roblox (1M MAU), the official PAC-MAN mobile game (live-ops since 2019), Flappy Bird (part-owner; SuperGaming owns 10% and runs it globally).

- Set strategy and priorities; accountable for user growth and monetization across India, LatAm, MENA, EU/US and Roblox.
- Hired and led the cross-functional India team and its culture: weekly all-hands notes, pod structure, "feedback is a gift" release discipline; 21-city community tour; 60 esports athletes from 22 cities hosted in-office.
- Bridge between what was true in market and what partners and investors in the US, Japan and Singapore understood about it; reported to a board across three time zones.
- Awards: Google Play Best of 2023 (Battle Stars — Best Made in India; Silly Royale — Play Pass); Google Play Best of 2024 (Indus — Best Made in India, back-to-back); IGDC 2023 People's Choice; Roblox Fall Games Preview 2026 (only studio with two titles). Indus on the Nasdaq tower, Times Square (2022); Stuff magazine cover (2023).

SuperTuned · OpenPush · OpenPing · DataGame — Founder (exploration) — Bengaluru / Pune · 2026 – present

Applying a decade of live-game telemetry to the AI layer: SuperTuned, a specialist model that runs inside the live-ops loop (~1M users through the agent; first external customer signed Oct 2026); OpenPush, a free OneSignal-compatible push platform

(portfolio migrated in a weekend; open to external developers); OpenPing, uptime and agent monitoring; DataGame, licensing gameplay data to AI labs. Member, South Park Commons Bengaluru (2026).

June Gaming — Founder & CEO (2015–19) · Board of Directors (2019–) Pune · Jun 2015 – Jun 2019

Built a free-to-play engine and the games on it — MaskGun (5v5 FPS; three years in soft launch, then 110M+ installs, mostly organic), Tower Conquest, Road Riot, Puzzle Island — 150M+ installs by 2019. Ported the official PAC-MAN to the June Engine in 2019, which led to Bandai Namco's investment. Merged into SuperGaming 2020.

TapToLearn (June Software Inc) — Founder & CEO · Advisor to 2021 San Francisco Bay Area · Jun 2011 – Jun 2015

Games-first, tablet-first learning. 50+ titles (Math vs Zombies, Tiny Countries), 20M+ downloads, 18,000 schools. Y Combinator W2012 (the second Indian startup in YC) and ImagineK12 W2012 — the first startup in both at once; seed from Khosla Ventures, Shasta Ventures, Eniac Ventures, Start Fund and angels. Returned to India in 2013 and pivoted the studio to real-time multiplayer.

June Infrastructure / Software — CEO Pune · Jun 2008 – Jun 2011

First iOS apps in 2008 (Guess the Movie) — among the earliest App Store developers in India. Licensed the NinJump IP and built NinJump Dash on our Tiny Run engine — top 10 worldwide. In parallel, BMC Software incubator team (2009–10): early cloud-compute management and iPhone apps on the Salesforce API.

AmberPoint (acquired by Oracle) — Early Engineer, AmberPoint India Pune · Jan 2005 – 2009

First employee of AmberPoint India; established the India Center — hiring, infrastructure, engineering practice. Built the UDDI registry integration; then Product Driver for the SOA Validation System: coined the category, drove roadmap and quality, trained global sales and services, shipped integrations with Mercury (HP) and Parasoft.

O2 Software — Founder & Director, Products Pune · 2004 – 2005

Security products for Windows environments (Purple Patch, Enforce-IT); incorporated and ran the company end to end.

Indigo Architects — Founding Engineer → Engineering Lead Pune · Mar 2001 – Jul 2004

Early core team; grew the company from 5 to 70 and built its hiring pipeline with academic institutions. Director of Engineering for OneTravel.com (top-5 US discount travel site): led 25 offshore + 15 onsite developers through a service-oriented re-platform and built its analytics framework. Turned a 2-person product audit for ADI Time into a 20-person offshore delivery and global support centre serving 7,000+ businesses.

Cognizant Technology Solutions — Associate Pune · London · Pleasanton CA · Denver CO · Jul 1999 – Mar 2001

Running 6–10 person projects within six months of joining; led ~20 developers for Robert Half International; founding member of the Coors distributor-portal team that grew to 40. Trainer of the Year 2000; one of the fastest promotions in the organisation.

EDUCATION & PROGRAMS

- **College of Engineering Pune (COEP)** — BE, Production Engineering, 1999. University of Pune Gold Medallist — first across all engineering streams, highest percentage in the university's 150-year history; Pride of Pune mayoral felicitation, 2000.
- **Stanford Graduate School of Business** — Stanford Seed Transformation Program, 2017–18.
- **Y Combinator W2012 · ImagineK12 W2012 · a16z Speedrun SR001 (2023) · South Park Commons Bengaluru (2026)**

EXPERTISE

App Store & mobile (since 2008) · **Multiplayer & live operations** (own engine; authoritative shooter scaled to 5M players; PAC-MAN worldwide) · **Education** (TapToLearn; taught at CDAC 2000–2012; AI class at Christ College, June 2026; Microsoft Imagine Cup judge and mentor — teams I mentored received prizes from Bill Gates in 2000 and 2004) · **Trivia & quiz formats** (SuperQuiz) · **Building universes & IP** (Tower Conquest, Silly Royale, Indus — "the Wakanda of India", with Olympian Heena Sidhu and Thaikkudam Bridge) · **Org building** (Indigo 5→70; AmberPoint India from zero; June Gaming; SuperGaming 0→180 across two countries) · **AI-native operating** (agents in Slack, internal TaskOS, "burn tokens, not headcount")

LANGUAGES

English · Hindi · Malayalam · Marathi

Speaking: Supercell Games First Helsinki 2024 · Google Playtime Singapore 2024 · IGDC 2020–25 · WAVES 2025 · GamingCon Bharat 2025 · Apple at MIT-WPU 2026 · Chiratae × Google Consumer AI 2026 · Roblox Developer Conference 2026. Stanford Seed Transformation Network member.