

Contact

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Top Skills

Global Delivery
Enterprise Software
Program Management

Hemant Asher

Partner, Saama Capital
San Francisco Bay Area

Summary

Venture Partner | Serial Entrepreneur | Enterprise Tech Investor

Hemant is a serial entrepreneur turned venture capitalist with over 30 years of experience in Silicon Valley, spanning early-stage startups to scaled enterprise environments. He has built, led, and successfully exited multiple technology ventures, bringing deep expertise across customer success, revenue growth, product strategy, and operational leadership.

Currently, Hemant serves as a Venture Partner at Saama Capital, an independent, cross-border venture fund investing across the U.S. and India. At Saama, he focuses on identifying, advising, and helping scale early-stage startups in the Enterprise Technology space. He brings his founder/operator lens to a seasoned investment team and a thriving portfolio.

Before Saama, Hemant co-founded Enquero, a data analytics company specializing in sales and partner analytics for the high-tech industry, built on its proprietary platform PowerMe. Under his leadership, Enquero scaled from a 3-person startup to 750+ employees in just six years, culminating in its strategic acquisition by Genpact (NYSE: G). Post-acquisition, he served as COO of Genpact's Analytics business, where he helped lay the foundation for its scaling journey.

Earlier in his career, Hemant held revenue and market leadership roles at Infosys, and was part of three other startups in supply chain visibility, cross-platform messaging, and ERP financial reporting.

Experience

Saama

Partner

January 2023 - Present (3 years 1 month)

San Francisco Bay Area

Venture Partner responsible for Enterprise Technology portfolio investments.

Saama is an early-stage, sector-agnostic, India-focused venture capital firm investing since 2006. The Saama team is currently investing out of its fifth fund and has built significant knowledge in several sectors, including consumer-focused companies, financial services/fintech, and SaaS. Previously, Saama has backed several leading companies, including Paytm, Snapdeal, Sula Wines, Veeba Foods, Chai Point, EazyDiner, The Moms Co., Lendingkart, Vistaar Financial Services, Fisdom, Mezi, Zeni, and Beans.ai.

Genpact

Chief Operating Officer, Analytics Services

August 2021 - January 2023 (1 year 6 months)

San Francisco Bay Area

Enquero

7 years 5 months

Co-Founder, COO & CFO

January 2020 - August 2021 (1 year 8 months)

San Francisco Bay Area

Driving robust and rapid growth by delivering organizational, financial and cultural scale while managing risks is my job. I wake up each day to solve a new challenge and learn something new. Its the journey that I enjoy. Outcome while important, is only momentary!

Co-Founder and COO

September 2017 - January 2020 (2 years 5 months)

San Francisco Bay Area

My focus at this time is to hire the top talent; engage them in the most intellectually stimulating work; offer an unconstrained environment to experiment & learn and tie their performance to uncapped upside. Have never been so liberated ... scale, scale, scale...

Co-Founder

April 2014 - August 2017 (3 years 5 months)

San Francisco Bay Area and Lafayette, LA

As a co-founder of this high growth company, Hemant is responsible for Client Management, Revenue Growth, Global Operations and Finance.

We help our customers navigate their digital transformation journey by connecting data, contextualizing experiences and enabling connected capabilities that have never been digitalized before.

Infosys

8 years 6 months

Global Client Partner - Strategic Accounts

April 2011 - April 2014 (3 years 1 month)

Global Client Partner with P&L responsibility for one of Infosys' top 10 strategic accounts. Delivered 113% revenue growth with average quarter over quarter growth of 10% over 3 years. Led and managed 360 degrees strategic relationships while building a stellar account leadership team. Led the account growth while also building this account into one of the top consulting and transformation accounts for the company representing all Infosys service lines in sizable strength.

Head Telecom OEM Segment

July 2010 - June 2011 (1 year)

Led Hi-Tech OEM segment in US market. Key achievements include organizing the sector by prioritizing accounts, organizing service line focus, aligning account leadership teams and creating market positioning for the sector within the organization, with the customers and analysts.

Client Partner, Telecom Service Provider Segment, India Business Unit

November 2008 - June 2010 (1 year 8 months)

Spearheaded Infosys' entry into India's Telecom Service Provider market. Incubated and closed some of the most innovative deals resulting in consumer services launched by Infosys customer partners in the space of mobile wallet and mobile app stores. These were some of the first platform deals for the company making way for new platform business in the marketplace.

Client Partner, High Tech and Distribution

November 2005 - November 2008 (3 years 1 month)

Managed a group of Hi-Tech OEM accounts while building a brand new portfolio into \$11M/qtr in 10 qtrs.

Valdero Corp.

Head, Professional Services and Pre-Sales

March 2001 - July 2005 (4 years 5 months)

Palo Alto, California, United States

Managed pre-sales consulting and professional services functions for Valdero (a KPCB, MDV funded venture), leading all motions from pre-sales consulting through implementation of market leading solutions in Hi Tech supply chain visibility and planning domain offered by Valdero.

i3Connect Inc.

Co-Founder

January 1998 - December 2001 (4 years)

As an entrepreneur and a co-founder of i3Connect inc. built a software and a services company. Consulted with several customers for different technology implementation and technical program management engagements. Also morphed into a software company by investing into and building an early Enterprise IM solution. Responsibility involved general management and consulting.

Akamai

Product / Program Manager

1999 - 2001 (2 years)

Delivered industries one of the first major commercial pay-per-view event over Internet thru Streaming Media. Managed delivery of the secured streaming media platform to the first fortune 100 customer followed by productizing the platform for broader industry.

Intranet 2001

Founder and CEO

April 1997 - December 1999 (2 years 9 months)

Columbus, Ohio

Built a boutique services firm working with several leading brands within CPG industry to help transform Trade Management, Trade Planning, Supply Chain and Financial Reporting processes.

Analysts International Corporation (AiC)

Project Manager / Senior Consultant

June 1994 - January 1998 (3 years 8 months)

Held various consulting positions with different customers. Primarily focusing on enterprise software solution development, implementation and support.

Worked with different customers such as Borden Foods, Dairy Farmers of America, IBM Global Services, Compuserve etc.

HP

Software Engineer / Business Analyst
July 1991 - May 1994 (2 years 11 months)

As part of HP's corporate IT group worked on several internal IT application development and rollout. Including the world wide procurement system, order management system, internal factory order system etc. Gained strong foundation in building and delivering applications within the manufacturing and supply management domains.

Education

Capital University
MBA · (January 1995 - April 1997)

University of Bombay
BS, Computer Science · (July 1987 - June 1991)