SHASWAT DATTA
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Education

2024 - 2026   **HARVARD BUSINESS SCHOOL**   **CAMBRIDGE, MA, USA**

Candidate for Master of Business Administration, May 2026. Clubs: Tech Club, AI Club
Case research: **AI adoption at Microsoft** with Prof. Hubert Joly; focused on enterprise scaling & internal tools

2014 - 2019   **INDIAN INSTITUTE OF TECHNOLOGY, KHARAGPUR**   **KHARAGPUR, INDIA**

Bachelor's and Master's in Electronics Engineering, Minor in Computer Science, **GPA: 9.18/10.00**
- **AI Lead, Autonomous Ground Vehicle Team;** deep learning research cited 100+ times
- **Internships: Capital One**, Bangalore (loan workflow automation); IHU, Strasbourg (robotic surgery vision)

Experience

Jun-Dec 2025   **POSH AI (SERIES B)** | *GenAI-based search and support*   **SAN JOSE, CA / BOSTON, MA**
New Verticals & Product Strategy Intern
- **New market incubation:** Developed SMB credit union GTM strategy anchored in deep-dive customer interviews; mapped the digital onboarding journey to reduce friction, achieved 30% win-rate (2x baseline)
- **PLG motion design:** Automated onboarding and created scalable lead-gen mechanisms to support low-touch sales in the SMB segment; built flows and templates to reduce setup time and increase AI / digital adoption
- **Scaling:** Scaled new vertical from 0 to $100K ARR in 10 weeks; built growth model forecasting $1M ARR
- **Cross-functional delivery:** Partnered with engineering, design, and legal to launch a GenAI training tool (LLM + TTS); scaled to 15 clients in 45 days by identifying features to boost retention and ease onboarding
- **Channel partnerships:** Led business case and onboarding strategy for a multi-million dollar distribution partnership; defined partner enablement and onboarding flows to accelerate PoC-to-production conversion
- **Internal Optimization:** Institutionalized KPI dashboards to automate adoption and retention analysis
- **Customer prioritization:** Designed an account prioritization and framework to identify high-potential customers, churn risks, and accounts ripe for cross-sells

2021 - 2024   **A91 PARTNERS** | *$1.5B top-tier Indian Growth Fund; **ex-Sequoia** leadership*   **MUMBAI, INDIA**
Investment Analyst
- **Sourcing & investments:** Evaluated 100+ startups across e-commerce, digital brands, and SaaS; conducting detailed category analysis, market segmentation, and competitor benchmarking; invested $145M
- **Cross-functional support:** Partnered with cross-functional leadership (Product, Engineering, Sales) across 6 portfolio companies to align org design with growth strategy and technical roadmaps
- **Corporate strategy & M&A:** Collaborated with the CXOs to execute a $40M merger for market expansion; crafted a SaaS platform strategy to expand customer experience APIs of a portfolio investment
- **Product commercialization:** Sized a market expansion opportunity for a communications API company into WhatsApp; provided roadmap input and gauged the profit pools from various commercialization strategies
- **Channel expansion:** Formulated an omnichannel expansion plan for a digital brand, adding 15% to topline
- **GTM strategy:** Built a city expansion playbook for a cloud kitchen startup, 2x-ed cities served in 12 months

2019 - 2021   **BOSTON CONSULTING GROUP**   **DELHI, INDIA**
Associate
- **HealthTech product launch:** Led cross-functional teams to create user personas, scope features, and execute GTM of a patient-doctor digital platform; launched and scaled to 10k+ doctors in 12 months
- **Product pricing optimization & packaging:** Developed a tiered monetization model for premium products of a $975M industrials company; institutionalized the model across 4k employees to add $3M to net margins
- **Strategy Presentation:** Translated complex commercial diligence, including market sizing and competitive benchmarking, into executive-level growth projections and playbooks for PE investment committees.

Personal

AI tools built: SignalLens – a SaaS product review analyzer using Claude & OpenAI embeddings to cluster themes and synthesize actionable GTM strategies from raw customer feedback
Technical stack used: Python, Typescript, Claude, OpenAI, SQL, Supabase, Figma, Lovable, Zapier, Vercel
Other interests: music (piano player), badminton, running, hiking