

Highly motivated professional and Gen AI expert with a proven track record of driving products, business growth, innovation, and strategic initiatives. With an MBA from Indian Institute of Management (IIM) and a strong background in business strategy, leadership, and entrepreneurship, I excel in developing and executing strategies, leading cross-functional teams, and fostering a culture of innovation and experimentation. With an expertise in managing Gen AI products, new strategic initiatives, complex project deliveries, nurturing key accounts, and crafting comprehensive business plans, I've successfully scaled products and visions on the ground. I bring a unique blend of technical expertise, business acumen, entrepreneurship and leadership skills to drive business growth in a rapidly evolving AI landscape.

## Work Experience

### Associate Manager – Gen AI Products & Strategic Initiatives

Indegene Limited

09/2023 – Current, Bengaluru

- Led the 0 to 1 journey from idea to concept, design and development to GTM, deployment and scaling of a Gen AI based data analytics & business intelligence assistant
- Designed and led multiple AI use-cases and solutions for global clients on conversational AI/ Gen AI chatbots, enterprise search, content management, business intelligence, rebranding, etc.
- Collaborated cross-functionally with external and internal stakeholders, translating gathered insights into tech requirements and architecture for product development
- Wore multiple hats creating roadmaps, wireframes, GTM strategy, collaterals, pricing & delivery plans, overseeing end to end product journey
- Worked closely with the sales & GTM teams on various RFPs, POCs, sales asset creation, requirement gathering, etc.
- Cracked 2 multi-hundred dollar deals with top pharma companies within months from the ideation to development and led complex deliveries
- Led 6+ POCs with vendors & competitors for benchmarking, exploring Internal & external use cases and GTM Partnerships.
- Conducted half a dozen knowledge sharing sessions educating the wider team on Prompting Techniques, RAG, Finetuning, LLM Agents, Text to SQL, etc to help brainstorm more Gen AI use cases
- Managed Governance & Onboarding of the core Strategic Initiatives team
- Supported 3 M&A projects, 5 Strategic deals, and initiated the Strategic Innovation Bench to identify opportunities within the Organisation

### Cofounder & Director

Infinite X Circular Systems Private Limited

11/2021 – 09/2023, Gurugram

- Raised investment of \$130,000 and developed comprehensive business plans, revenue models, and operational strategies
- Designed product features, wireframes etc., based on user/stakeholder interactions and managed the development of the Infinite X Closed Loop System Platform
- Established an asset-light reverse logistics model and partnered with stakeholders to create a circular fashion ecosystem
- Successfully Onboarded & managed more than 20 brands, managed a team of 40+ individuals and handled various activities including B2B sales, business development, recruitment, research, fundraising, and brand building, etc
- Strategized, launched and implemented 3 different pilots, exhibiting a hands-on and agile approach to running a business

### Client Service Associate/Client Growth Partner

MarketsandMarkets (MnM)

08/2021 - 03/2022, Pune

- Cultivated and nurtured 4 strategic/ key accounts in the US market, achieving remarkable sales growth of nearly \$380,000 within a five-month period
- Developed tailored account plans, roadmaps, proposals, and Statements of Work (SoWs), aligning with clients' organizational goals, priorities, and revenue objectives
- Collaborated closely with cross-functional teams and clients to ensure seamless project delivery and exceed customer expectations

### Key Accounts Manager

TruckNet Digital (Fortigo Network Logistics)

10/2020 - 08/2021, Bengaluru

- Collaborated closely with the CEO to develop innovative business models for expansion, demonstrating strong strategic thinking and an entrepreneurial mindset
- Crafted a comprehensive sales plan, target customer profile, TMS ROI calculator and other sales assets for the TMS (SAAS) solution, resulting in a significant pipeline before product launch.
- Engaged in diverse activities including B2B sales, business development, pre-sales, alliances and partnerships, digital marketing, content writing, wireframing, product development, C&B analysis, pricing, business planning, competition mapping, etc.

### Strategic Alliances & Partnership Intern

YourNest Venture Capitals

04/2019 - 06/2019, Delhi

- Forged impactful associations with over 300+ partners across 11 countries for GolfLan Technology Solutions, one of the portfolio companies
- Conducted comprehensive market analysis and devised highly effective implementation strategies for a real-time booking inventory system, showcasing strong analytical and planning skills

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|---|--|--|
| <b>Project Management Office Lead</b><br>Tata Consultancy Services  |  | 01/2017 - 06/2018, Bengaluru                                 |
| <ul style="list-style-type: none"> <li>Managed project costs, revenue projections, and resource allocation for a £0.85 million project and 32-member team, becoming the youngest PMO Lead, exhibiting strong leadership and team management skills</li> <li>Demonstrated versatility by taking up dual responsibilities and acting as a QA tester during critical situations</li> </ul> |  |  |
| <b>Projects</b>   |  |  |
| <b>Aurobi- A circular e-marketplace for sustainable fashion</b>   |  | 02/2020 – 3/2022   |
| <ul style="list-style-type: none"> <li>Built the marketplace and onboarded 60+ brands. Managed the strategy, business development, operations, finance, &amp; legal aspects</li> </ul>  |  |  |
| <b>iSafe Assist by IRSC</b>   |  | 07/2019 – 08/2019  |
| <ul style="list-style-type: none"> <li>Conducted core competence analysis, competitor analysis, market analysis, and devised a business plan and go-to-market strategy for an emergency roadside assistance services product</li> </ul>   |  |  |
| <b>Somish Blockchain Solutions</b>  |  | 11/2018 – 12/2018  |
| <ul style="list-style-type: none"> <li>Identified more than 100 DApps developed on Ethereum and pitched GovBlocks, generating over a dozen leads</li> </ul>   |  |  |
| <b>Awards &amp; Achievements</b>  |  |  |
| On the Spot Award- Tata Consultancy Services for volunteering and doubling up as a quality tester during crisis   |  |  |
| Star Performer Award- Tata Consultancy Services for outstanding contribution to the project & organization  |  |  |
| Best Team Award- Tata Consultancy Services for achieving the project milestones within extremely tight deadlines  |  |  |
| On the Spot Award- Tata Consultancy Services for contribution in increasing the margin by about 6%  |  |  |
| <b>Skills</b>   |  |  |
| Product Management   Generative AI   RAG   Agents  Analytics  Business Intelligence  Strategy   Project Management   Delivery  Consulting   Account Management   Sales   People Management   Business Planning   SAAS   Business Development   Entrepreneurship   |  |  |
| <b>Tools</b>  |  |  |
| Excel   Tableau   HubSpot   Jira   SQL   WordPress   Google Suite   MS Office   Figma  Multi-modal Gen AI Tools   |  |  |
| <b>Education</b>  |  |  |
| MBA, Indian Institute of Management (IIM)   |  | 2018 – 2020, Kashipur  |
| B.E. (ECE), SDM College of Engineering & Technology (VTU Belgaum)   |  | 2012 – 2016, Dharwad   |
| <b>Positions of Responsibility</b>  |  |  |
| <b>Secretary &amp; Executive-</b> The Consulting & Strategy Club (Consilium), IIM Kashipur  |  | 08/2018 – 03/2020  |
| <b>Core Team Member &amp; Executive-</b> TEDxIIMKashipur, IIM Kashipur  |  | 09/2018 – 02/2020  |
| <b>Core Team Member-</b> Academic Forum, IIM Kashipur   |  | 06/2020 – 02/2020  |
| <b>Core Team Member-</b> Annual Corporate Conclave (Coalescence), IIM Kashipur  |  | 06/2019 – 09/2019  |
| <b>Event Coordinator-</b> Insignia- National Level Techno Cultural Fest, SDMCET Dharwad   |  | 2015-2016  |
| <b>Manager &amp; Lead-</b> Diversity- Western dance Crew, SDMCET Dharwad  |  | 2013-2016  |
| <b>Certificates</b>   |  |  |
| Platform Strategy for Business by Boston University on Coursera   |  | Fundamentals of Digital Marketing by Google Digital unlocked |
| Microsoft Excel from Beginners to Advance by Udemy  |  | Bloomberg Market Concepts by Bloomberg                       |
| Finance & Banking Fundamentals by Finitatives Learning India Pvt Ltd. (FLIP)  |  | Fundamentals of Gen AI by Coursera                           |
| Advanced Prompt Engineering by Coursera   |  |  |
| <b>Languages</b>  |  |  |
| English – Full Professional Proficiency   |  | Hindi – Native or Bilingual Proficiency                      |