

About Me

Professional Summary I am an accomplished Insurance Strategy and Technology Executive with over 24 years of experience in driving AI-powered business transformation, product innovation, and enterprise technology adoption. My career has been defined by building cutting-edge solutions and enabling operational excellence across the Property & Casualty (P&C) and Life Insurance sectors. I specialize in leveraging AI, data analytics, and cloud platforms to enhance customer experiences and streamline business processes.

My expertise includes spearheading end-to-end product development, managing strategic partnerships, and delivering enterprise-scale transformations. I bring a proven track record of aligning technology strategies with business objectives and empowering cross-functional teams to achieve measurable outcomes through collaboration and purpose-driven leadership.

Currently, I advise two Generative AI (GenAI) startups and actively develop three small businesses, focusing on growth and operational scalability. I am also pursuing opportunities to lead AI strategy, innovation, and partnerships in forward-thinking organizations.

Career Highlights

- **AI-Enabled InsurTech Leadership:** Spearheaded the launch of Spire Insurance, leveraging AI and usage-based modeling to simplify rating factors from 60 to 14, driving operational efficiency and customer engagement.
- **Enterprise Platform Development:** Co-founded and led the development of end-to-end enterprise suites for policy, billing, claims, and rating systems in P&C insurance and home warranty sectors, later acquired by Insurity.
- **Strategic Consulting at EY and Capgemini Invent:** Delivered core system transformations, touchless claims processing, and cloud migrations for Tier 1 carriers, modernizing operations and enabling digital transformation.
- **Revenue Growth and Client Management:** Managed \$30M+ portfolios and led sales, delivery, and financial oversight, fostering long-term partnerships and driving revenue growth.
- **Generative AI and Emerging Technologies:** Focused on integrating AI into workflows, bridging gaps in AI adoption, and helping organizations gain competitive advantages.
- **Startup Advisory and Business Growth:** Mentored AI-driven startups, guiding product-market fit strategies and operational excellence.

Core Skills

- **Enterprise Product Development:** Full lifecycle management for insurance platforms, including policy, billing, and claims.

- **AI and Data Analytics:** Leveraging GenAI, machine learning, and cloud technologies to optimize processes and enhance decision-making.
- **Core Systems Transformation:** Expertise in platforms like Guidewire and custom-built solutions for modernizing insurance systems.
- **Strategic Consulting:** Business process reengineering, operating model design, and technology advisory for Fortune 500 companies.
- **Sales and P&L Management:** Multimillion-dollar portfolio oversight and growth strategies.
- **Team Leadership and Development:** Building high-performing teams through trust and purpose-driven approaches.
- **CXO Engagement:** Partnering with executive leaders to align IT and business strategies.

Education and Certifications

- **Graduate Degree in Computer Science – Institute of Management Technology, Ghaziabad, India (2002).**
- **Bachelor's Degree in Business – Delhi University, India (1999).**
- **Fundamentals of Project Management – UCLA, Los Angeles (2011).**
- **CA Property & Casualty Producer License – License #4410554.**

Personal Interests Outside of work, I am passionate about mindfulness, behavioral sciences, and outdoor activities. I enjoy sim racing Formula1 (been a fan since '94) and exploring cutting-edge technologies, including AI, automation, and InsurTech advancements. I am also dedicated to fostering health and nutrition awareness, particularly through developing innovative food products for children.