

Contact

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(LinkedIn)

Top Skills

Large Language Models (LLM)

Agentic AI

Wealth Management Services

Languages

English (Native or Bilingual)

Certifications

Venture Capital Development
Program

Machine Learning A-Z™: Hands- On
Python & R In Data Science

Growth Series

Publications

India Telecom - LTE in India

WSJ Coverage

Mint Business News Coverage

Reuters New Coverage

Television interview on Bharti's
attempted M&A with MTN Africa

Sameer Naringrekar

Senior Business Leader experienced in Building, Scaling & Innovating Digital Businesses | Startups | Capital Markets | Product Management | Technology | Analytics | Corporate Strategy | Digital Marketing | Operations

Mumbai, Maharashtra, India

Summary

Senior Business Leader with over 25 years of experience having a blend of business acumen and technical fluency. My experience spans Fintech Startups, Capital Markets, and Technology, Media & Telecom (TMT) domains in the US and India. I bring a unique combination of cross-functional skills spanning Product Management, Analytics, Investment Management, Technology, Corporate Strategy and Operations.

I have a track record of building and scaling innovative products at Turtlemint - a leading fintech startup funded by global VCs such as Sequoia, and at ManageMyFortune.com, a digital wealth management platform that I founded. I have been part of the strategy team at Jio, a disruptive telecom operator, and a Wall Street Equity Research Analyst at Thomas Weisel and BNP Paribas, advising global fund managers on their investments. I have worked in the Silicon Valley with leading companies such as Cisco Systems and BMC Software building high-tech products.

I have experience in bridging technology, business, finance and operation functions, ensuring that digital initiatives align with corporate objectives and growth opportunities. I work well with global stakeholders and teams across ages. Well versed in forging Strategic Partnerships with vendors. Represented my employers at events, conferences and in front of the industry regulator. Work closely with compliance teams to ensure people, systems, processes and data are aligned with regulatory requirements. I have a deep knowledge of digital technologies, platforms and trends. I am passionate about AI/ML, blockchains, predictive analytics, design, and applied mathematics, and I constantly seek to learn and apply new concepts and frameworks to create value for customers and stakeholders.

Experience

Turtlemint

Senior Director - Product Strategy & Analytics, Head of Operations

June 2019 - August 2025 (6 years 3 months)

Mumbai Area, India

Building next generation fintech platform for wealth, insurance and lending at Turtlemint as a Senior Director Product Management & Analytics. Currently as a Senior Director Operations leveraging automation to drive operational efficiencies.

Kristal.AI

Head Of Partnerships

November 2017 - April 2019 (1 year 6 months)

Mumbai Area, India

Kristal.AI with operations in Singapore, Hong Kong and India connects Investors with investment strategies of best global Portfolio Managers, Investment Advisors and Equity Analysts.

Kristal.AI enables investments across global markets and multiple assets for it's investors.

ManageMyFortune.com

Founder and Director

October 2011 - October 2017 (6 years 1 month)

Mumbai Area, India

ManageMyFortune.com is India's first Bionic(Human + Robo) Wealth Management Platform to provide end-to-end Investment Management solution to Retail Investors, Investment Advisors and Financial Institutions.

Startupbootcamp FinTech

Top 10 Fintech Startups 2017 cohort

March 2017 - May 2017 (3 months)

Mumbai Area, India

ManageMyFortune.com was selected as Top 10 Fintech Startups by Startupbootcamp Fintech Mumbai accelerator program.

Startup Leadership Program

Fellow(2017) and Program Leader(2018)

September 2016 - March 2017 (7 months)

Mumbai Area, India

The Startup Leadership Program is a highly selective, world-class training program for outstanding founders, leaders, and innovators who want to become top startup CEOs. SLP Fellows have founded nearly 1600 successful startups & raised more than \$500M in funding.

Jio

AVP Strategy & Special Projects

May 2012 - September 2015 (3 years 5 months)

Mumbai

Strategy and planning for Reliance 4G telecom service working as a part of CEO's Office.

BNP Paribas Securities India

Associate Director - Telecom & Media Analyst

December 2007 - September 2011 (3 years 10 months)

Equity Research Analyst covering Telecom and Media sectors in the Indian capital markets advising global fund managers on their investments. Consistently ranked in the Institutional Investor ranking from 2009-11.

Thomas Weisel International

Equity Research Analyst

June 2006 - November 2007 (1 year 6 months)

Equity Research Analyst covering Telecom Equipment & Services sector in the U.S capital markets. Certified by NASD via Series 7, 63, 86 and 87 certifications to be an analyst covering US equities.

Cisco Systems Inc., BMC Software Inc, Reliance Communications, Wipro Technologies, Tata Unisys

Various Management & Engineering positions

October 1994 - June 2006 (11 years 9 months)

San Francisco Bay Area

Product design and development in areas such as unified communications, enterprise management, global communications and transport systems.

Education

Indian School of Business

MBA · (2004 - 2005)

Walchand Institute of Technology

Bachelor of Engineering, Computers · (1990 - 1994)