SIDDHARTHA CHATURVEDI

AI Native Full Stack Product Leader | Education: MBA (INSEAD), BS (CS)

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EXECUTIVE SUMMARY

Rare hybrid Product Manager and Leader who builds, ships, and sells Artificial Intelligence (AI) solutions at scale. 15+ years of 0-to-1 product management and development with P&L ownership in regulated environments (FDA/EMA, Federal). Built and delivered 300+ Generative AI and Machine Learning (ML) use cases for US Federal Government using cutting-edge AI stack. Generated $500M+ net new revenue with 200% quota attainment (3 consecutive years). Led 100 Executive Briefings for Microsoft's Strategic 500 customers achieving 4.92/5.0 rating. Currently pursuing second BS in Computer Science at BITS Pilani (2023-2026) while leading AI startup.

Core strength: Can prototype an LLM solution in the morning, pitch it to C-suite at lunch, and close the enterprise Software as a Service (SaaS) deal by dinner.

PROFESSIONAL TIMELINE

- **VERISCIENCE.AI** | Founder & CEO | 2025 – Present
    - *Multi-modal AI platform solving data swamps and deserts in scientific research*
- **STRATCORP.AI** | Founding Partner | 2025 – Present
    - *Enabling Board-as-a-Service for GenAI Risk X Value assessments*
- **MICROSOFT** | Director, Strategic Missions & Technologies | 2019 – 2025
    - *Led 0-1 Generative AI transformation for global pharma/biotech generating $500M+ revenue*
- **MICROSOFT** | Senior Manager, Partnerships (Life Sciences & AI) | 2017 – 2019
    - *Built enterprise ecosystem driving cloud adoption for genomics and drug discovery*
- **MICROSOFT** | Partner Business Evangelist, Developer Experience | 2016 – 2017
    - *Created viral technical content and developer programs for startups*
- **TATHAASTU SOCIAL INITIATIVE** | Co-Founder & Product Lead | 2013 – 2014
    - *AI for rural healthcare impacting 500K+ lives*

SKILLS & IMPACT

AI NATIVE DEVELOPMENT & FEDERAL INNOVATION

Capability: Hands-on product management and development using modern AI stack for government-scale solutions

- **Federal AI Leadership:** Built and delivered 300+ Generative AI/LLM use cases for US Federal Government
- **Development Velocity:** Achieved 10x faster product development using Claude Code, Cursor, GitHub Copilot, and modern AI tools
- **Biosafety Product Management:** Led Microsoft Premonition achieving 27ms inference for real-time threat detection
- **Security Compliance:** Implemented Azure OpenAI in FedRAMP environments with zero security incidents
- **Risk Management:** Designed safeguards preventing AI misuse, ensuring responsible AI deployment

TECHNICAL PRODUCT DEVELOPMENT

Capability: Platform engineering at massive scale in regulated environments

- **Data Scale:** Architected and delivered a lift and shift of 2.7PB+ genomic data from a different hyperscaler to Azure
- **First-to-Market:** Delivered first Nextflow on Azure implementation, enabling Azure to compete in genomics AI
- **Edge Innovation:** Deployed AI models on edge devices for real-time biosafety monitoring
- **Regulatory Mastery:** 100% FDA/EMA audit pass rate across 20+ AI deployments

- **Cost Engineering:** Reduced costs by a factor of 6 while increasing keeping quality and throughput consistent

REVENUE GENERATION & GO-TO-MARKET EXCELLENCE

Capability: Enterprise sales and go-to-market (GTM) strategy with data-driven results

- **Sales Performance:** Achieved 200% quota attainment for 3 consecutive years
- **Executive Engagement:** Led 100+ Executive Briefings for Strategic 500 accounts with 4.92/5.0 rating
- **Revenue Growth:** Generated $500M+ net new Annual Recurring Revenue (ARR)
- **Market Development:** Created new $70M+ market for genomics cloud computing on Azure
- **Customer Success KPIs:** Maintained 100% logo retention with 150% net revenue retention rate

RESPONSIBLE AI & GOVERNANCE LEADERSHIP

Capability: Industry thought leader in AI ethics and safety frameworks

- **Framework Creation:** Built Microsoft's Responsible AI Tool Hub
- **Ethics Committee:** Active AETHER Committee member shaping global AI governance policies, including biosafety
- **Regulatory Innovation:** Advocated for "controlled algorithms" governance to UK HSA, ARPA-H, Singapore NPS
- **Psychological Safety for Teams:** Created psychological safety frameworks enabling responsible innovation

0-TO-1 PRODUCT INNOVATION

Capability: Rapid ideation to production with customer obsession

- **Founder Speed:** BIOMEDSEARCH.AI from idea to paying customers in 45 days
- **Award-Winning:** Fast Company World Changing Idea Award for Microsoft Premonition
- **Open Source Impact:** Microsoft Biomed Search achieved 600K+ downloads, 10K+ active users
- **NHS Partnership:** Led £250M UK NHS innovation initiative for AI in clinical trials
- **Innovation Recognition:** MIT Top 50 Global Health Innovation

STRATEGIC LEADERSHIP & P&L OWNERSHIP

Capability: Full business ownership with cross-functional excellence

- **P&L Management:** Built and delivered $60M AI for Health portfolio supporting 200+ global grantees
- **Strategic Collaborations:** Partnered with Dave Baker's lab (2024 Nobel Prize winner) on COVID protein folding
- **Executive Presence:** 6 years leading monthly CEO/board reviews, 90%+ strategic initiative approval rate
- **Team Scale:** Led v-teams of 8-15 across engineering, research, sales, design

ECOSYSTEM & MARKET BUILDING

Capability: Creative partnerships and developer community activation

- **Viral Marketing:** Marvel/NASA/Zune partnership reached 50M+ views for STEM education
- **Content Machine:** Created Microsoft's #1 YouTube series (Resilience Series) - 10M+ views
- **Developer Programs:** Designed genomics hackathons and scientific computing bootcamps
- **Government Advisory:** Trusted advisor to UK Health Security Agency, ARPA-H, Singapore NPS
- **Academic Network:** Led partnerships with Harvard, MIT, Stanford, UW research labs

CORE SKILLS

Product Management: Product Strategy | Product Development | Product Roadmap | Agile/Scrum | User Research | A/B Testing | Data-Driven Decision Making | KPIs/OKRs | Stakeholder Management | Cross-functional Leadership

Technical: Artificial Intelligence (AI) | Machine Learning (ML) | Generative AI | Large Language Models (LLMs) | Natural Language Processing (NLP) | Cloud Computing (AWS/Azure/GCP) | API Strategy | Microservices | DevOps | CI/CD

Business: Go-to-Market Strategy | Enterprise Sales | Revenue Growth | P&L Management | Strategic Partnerships | Executive Presentations | Business Development | Market Analysis | Competitive Intelligence | ROI Analysis

TECHNICAL

AI Development Stack:

- **Coding AI:** Claude Code, Cursor, GitHub Copilot, Amazon CodeWhisperer, Tabnine
- **App Builders:** Lovable, Bolt.new, v0, Replit, Streamlit, Gradio
- **LLM/GenAI:** OpenAI, Anthropic, Google (Gemini/Gemma), Mistral, Llama, Cohere
- **MLOps:** Weights & Biases, MLflow, Kubeflow, SageMaker, Vertex AI

Engineering:

- **Languages:** Python, TypeScript, Go, SQL, R
- **Frameworks:** React, Next.js, FastAPI, LangChain, LlamaIndex
- **Infrastructure:** Kubernetes, Docker, Terraform, AWS/Azure/GCP
- **Data:** Spark, Databricks, Snowflake, BigQuery, Delta Lake

"The best product leaders don't just manage products - they build them, break them, and make them beautiful."