
SENIOR PROGRAM MANAGER | CHIEF OF STAFF | HEAD OF STRATEGY

Zero-to-One Business Builder | Operating Model Design | AI-Enabled Business Transformation | Executive Office

Built Goa's Startup Ecosystem from scratch (PwC) | ₹78 Cr revenue wins across 5 sectors | \$50M+ investments
(Philanthropy, Consulting/Government Advisory, FinTech & Digital Payments, Startup Ecosystem, Infrastructure Entry)

7+ years of experience partnering with CXOs, founders, government, and institutional leaders to build organizations, operating models, governance frameworks, and AI-enabled execution systems. Transforms strategic intent into scalable business outcomes through disciplined execution.

Recognized by PwC, the Maharashtra Chief Minister's Office, G20 Startup20, and Tata Consultancy Services for transformation, ecosystem building, and operational excellence.

KEY IMPACT

- Built Lodha Foundation's research institute operations from zero → ₹18 Cr budget, cost reduction of 33% (\$360K).
- Delivered a 15-country research initiative, mobilizing 100+ international participants and managing all logistics.
- Built Goa's startup ecosystem from scratch → 4x reach, 95% faster fund disbursement, G20 commendation.
- Structured OFC-EPC market entry → validated \$13B TAM, consortium roadmap.
- Directed WEF showcase & 12-country investor roadshow → 200+ CXO consultations
- Built M-Pesa Vodafone reporting portal → 1,250+ reports automated, 45% faster generation.
- Personal Projects: Built ReflectMe (AI mental health platform) and an AI-powered content indexing platform. Created a 2,500+ view YouTube channel and led a 5,000+ attendee tech fest and NGO fundraiser.

CORE COMPETENCIES

- **Strategic:** Operating Model Design, Executive Decision Support, Transformation Roadmapping, GTM Strategy & Market Entry, Policy Design, Ecosystem Development
- **Operational:** 0→1 Architecture, Program Governance, Budget Ownership (₹18 Cr+), SLA-Driven Process Design
- **Technology:** AI Integration, Python, Power BI, SQL, LLM APIs
- **Leadership:** CXO Governance, Board-level Multi-Stakeholder Engagement, Cross-Functional Alignment

AWARDS & RECOGNITION

- Top-Rated Performer — PwC India (2022-25)
- Appreciation — Maharashtra CM's Office for WEF engagement (2024)
- Commendation — G20 Startup20 Chair for Goa ecosystem build (2023)
- National Top-3 Finalist — CII-FII Boardroom Challenge, IIM Ahmedabad (2021)
- 3x On-the-Spot Awards — Tata Consultancy Services (2016-19)
- Co-author — PwC Sustainability Framework (2023)
- Author — ASSOCHAM chemical sector research paper
- Keynote speaker at 30+ colleges on entrepreneurship and innovation

STARTUP ADVISORY, MENTORSHIP & PROFESSIONAL ENGAGEMENT/VISIBILITY

- Advised B2B, SaaS, and D2C founders on growth and scaling.
- ISB I-Venture juror evaluating high-potential technology startups.
- Mentored 30+ students for case interviews and B-school admissions.
- IIM-A: Leadership Team Member, Product Management Club; Core Member, Decibel Club.

PROFESSIONAL EXPERIENCE

Chief of Staff / Program Lead, Lodha Foundation, Mumbai

May 2025–Present

Philanthropic and innovation arm of the Lodha Group (₹20,000 Cr endowment; managing two research institutes). Building globally recognized research institutions through strategic investments and international academic collaborations.

- **60% capacity scaling | 33% cost reduction (\$360K) | ₹18+ crore budget | 100+ participants, 15 countries.**

- Built the operating model for India's first privately funded theoretical physics research institution.
- Partnered directly with the Founder, MD, COO and executive leadership on institutional strategy.
- Designed operational infrastructure from pre-launch: governance framework, SOPs across 5 domains, and cross-functional cadence across 6 functions; scaled from 1 to 4 programme types within Year 1.
- Developed a 5-year strategic roadmap and capital plan benchmarked against 15+ global institutions for 3X expansion.
- Expanded operational responsibility to a second institution within the first year.
- Scaled capacity 60% within a single cycle through workflow and accommodation sequencing redesign.
- Delivered inaugural EPQHS-10 — 100+ attendees including Nobel laureate and Harvard/MIT physicists.

Senior Consultant / Assistant Manager, PwC India, Bengaluru

Jun 2022–May 2025

Big-Four professional services firm (130,000+ employees; \$50B global revenue)

- Trusted advisor to CXOs (Maharashtra CM's Office - CMO, Goa IT Minister) and corporate leaders.
- Led digital transformation across 50+ locations, driving change management and user adoption.
- Created market entry strategy, identifying high-value opportunities across a multi-billion-dollar infrastructure market.
- Led business development across 12 countries, building partnerships and securing major investment commitments.

Executive Decision Support & Governance

- Co-authored 7-workstream 100-day blueprint for Maharashtra CMO; sourced \$50M+ from 200+ CXO consultations.
- Directed 17-member communications team for WEF 2025 showcase and 12-country investor roadshow.

AI-Enabled Operational Transformation

- Designed Python/LangChain lead qualification pipeline — grew investor leads 3X; cut analyst workload 60%.
- Architected Power BI MIDC CEO dashboards integrating 20+ data sources; reduced lead conversion time 50%.

Ecosystem Architecture Scale-Up

- Rebuilt Goa's startup ecosystem — redesigned 10+ scheme workflows; digitized portal; slashed processing time 95%.
- Co-authored Goa's 3-Year Startup Vision for institutional ecosystem development; targeted 500 startups and 3 unicorns.
- Orchestrated investor summit and 25+ ecosystem events, achieving fourfold reach and doubling startup onboarding.
- Integrated 6 incubators & 15+ colleges; built ecosystem through Founder Saturdays, Incubator Connects, Startup Yatra.

Market Entry & Strategic Advisory

- Structured KPIL's OFC-EPC market entry, validating \$13B TAM across 3 sectors with six-year financial roadmap.
- Analyzed 7+ competitors and 10+ partners, identifying 80–85% margin concentration in passive infrastructure.

Systems Engineer, Tata Consultancy Services, Mumbai

Feb 2016–Mar 2019

India's largest IT services company (600,000+ employees; 50+ countries).

- Delivered automation and analytics solutions supporting banking and fintech operations at national scale.
- Automated SBI National Pension System, cutting manual processing 67% across 15,000+ branches.
- Enabled a 35M-user digital payments ecosystem, reduced turnaround time 70%.
- Reduced customer onboarding errors by 80% via root cause analysis.

CERTIFICATIONS, FELLOWSHIPS & ENGAGEMENTS

- Judge, ISB I-Venture Startup Competition.
- Hugging Face AI Agents (2026) | Perplexity AI Fellow (2024)
- Lean Six Sigma Green Belt | Prompt Engineering (Coursera)

EDUCATION

- PGP (MBA), IIM-A, 2022
- B.Tech, Computer Science, Nanded, 2015