

PROFESSIONAL EXPERIENCE**MINDTICKLE** | Senior Client Partner

India / 2026 - present

Managing a \$10M enterprise portfolio across multiple industries at an AI-powered revenue enablement platform.

- Lead **strategic AI initiatives** that transform sales enablement and seller productivity at enterprise scale
- Partner with senior customer leaders to shape **adoption, value realization and expansion roadmaps** across complex organizations

RAPIDCLAIMS | Head of Product and Growth

USA+India / Apr '24 - 2026

Automating Revenue cycle management for US based healthcare providers through Generative AI based medical coding

- Scaled the medical coding AI product to improve accuracy (Straight to Bill %) by **200%** and coverage to **30+ specialties**
- Led the E2E **product life cycle** of Reinforcement Learning from Human Feedback to improve AI accuracy by **18%**
- Led the design and **development of a graph-based RAG system** to improve AI coverage across 30+ specialties
- Developed RPA based automation and a LLM workflow to constantly update RCM guidelines of different payors

GTM+Sales*Led the transformation of outbound sales to generate 10 qualified meetings per week through email, LinkedIn and calling*

- Designed and built the healthcare RCM universe database with **200K accounts** and **1.2M decision-maker contacts**
- Automated personalized email, LinkedIn and calling outreach through sales and informative campaigns
- Developed and executed a conference strategy to maximize ROI across regional and national conferences
- ✓ *Part of the team that raised Series-A from leading healthcare venture capital investors in less than 12 months from Seed funding*

PACHIRA | CEO (Co-founder)

India / Dec '21 - Nov '23

Low code platform for growth teams of consumer tech companies to implement gamification and rewards in the user journey

- Scaled the product to serve **~1M end users** at **99.9% availability**
- Achieved an **ARR of \$60K** within three months from launch
- Led the E2E **product life cycle** of the customer dashboard, landing page and third-party integration suite
- Automated sales process using **gen-AI**, reaching **~400 touchpoints/week**
- Designed and developed the **A/B testing framework** and analytics module
- ✓ *Raised Pre-seed round of funding from Entrepreneur First - London based early stage VC*

RUPEEK | Product head - Pricing

India / Dec '19 - Dec '21

Led the design and development of the dynamic pricing model for gold loan based on customer risk & behavioral analytics

- Led E2E pricing revamp, from user research and segmentation to design, execution and launch
- Drove a **22% revenue uplift** through 15% improvement in yield and 6% increase in loan tenor
- Identified **4 key customer segments** through extensive user interviews and advanced analytics
- Managed cross-functional pricing requirements and developed an **A/B testing framework** to measure revenue impact

Gold credit line - New product development*Led a team of 3 external consultants to create a capital-efficient structure for the gold loan product*

- Designed the financial product to deliver a **10x improvement in ROE** with 30% reduction in GST outflow
- Interfaced with the regulator, external legal firm and internal compliance teams to finalize product formulation
- Created the technology product roadmap for implementation
- ✓ *Established new-to-gold-loan users as a key segment and aided in formalizing the five-year product strategy*

MCKINSEY & COMPANY | Management Consultant

India / Aug '18 - Nov '19

*Part of 2 digital transformations, 1 advanced analytics implementation, 4 internal strategy documents and 2 client proposals***Digital transformation - Product management - Global markets division, leading public sector bank***Created and executed the product strategy for providing forex services through electronic channels in agile methodology*

- Re-designed product strategy to deliver revenue impact of **3800 Cr p.a. with a CAGR of 20%** over the next 5 years
- Designed and implemented the forex platform through **rapid user research and client workshops**
- Implemented **analytics driven pricing strategy**, capturing consumer surplus of 130 Cr
- Interfaced with compliance, risk, legal and information security teams to enable release in **85% of budgeted time**
- Counselling MD-level clients on the three-year roadmap for the division

Advanced analytics - Growth strategy - SME banking division, global bank*Managed a business analyst and data scientist to implement an ML based lead generation model for working capital loans*

- Realized **additional revenue of ~200 Cr p.a.** through a 20% increase in lead conversion rate
- Designed a value-chain analytics lead model - **first of its kind in McKinsey**

GOLDMAN SACHS | Equities trading strategist

Bengaluru / Sep '14 - Apr '17

Program Trading Desk - building and operating trading engines for institutional equities

- Built an irregular-settlement trading engine processing **~\$100 Mn per day** and generating **\$15 Mn annual revenue**
- Re-modeled the legacy block pricer with data-driven logic, achieving **~20% pricing improvement** and avoiding >80% toxic trades
- ✓ *Fast-track promotion to Associate within 2 years of service (standard cycle: 3 years)*

EDUCATION

INDIAN SCHOOL OF BUSINESS, HYDERABAD | MBA, Finance & marketing

/ 2017-18

- ISB merit list CO'18 awarded for exemplary academic performance
- Part of a 5-member action team led by Prof. Krishnamurthy Subramanian to recommend structural changes to improve corporate governance practices in India

INDIAN INSTITUTE OF TECHNOLOGY, GUWAHATI | B.Tech, Computer science & engineering

/ 2009-13

- Winner of HP-ON DEMAND machine learning hackathon; sentiment analysis-based stock picker
- 2nd runner up Yodlee Interactive HackaFin; financial manager for startups

EXTRACURRICULARS

- **Mountain climbing:** Summited Kala Patthar (18,540 ft.) as part of Everest base camp trek
- **Paragliding:** Certified paraglider; completed 150 minutes of flight time
- **Filmography:** Acted in 3 regional movies as a supporting role (2 Telugu, 1 Kannada)
- **Theatrics:** Acted and directed in 10+ plays at IIT Guwahati