

GAUTAM ANAND

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EXECUTIVE PROFILE

Senior business and solutions leader with 15+ years of experience driving growth across APAC in enterprise SaaS, AI-driven decisioning, and analytics platforms. Trusted advisor to executive stakeholders, influencing regional strategy, pipeline outcomes, and transformation initiatives across banking and fintech. Known for aligning platform capabilities with commercial objectives and mentoring high-performing presales teams.

LEADERSHIP HIGHLIGHTS

- Influenced multi-million dollar ARR growth across APAC by leading enterprise deal strategy for AI-driven decisioning and analytics platforms spanning 8+ markets.
- Shaped regional GTM direction by converting regulatory shifts and competitive dynamics into platform positioning, directly contributing to new logo acquisition and account expansion.
- Built and scaled a high-performing APAC presales team, elevating solution quality, executive engagement consistency, and deal conversion across the region.
- Recognized as a trusted advisor to CXOs, CROs, and CIOs across enterprise banking, fintech, and NBFC segments, influencing transformation-led investment decisions.

PROFESSIONAL EXPERIENCE

Senior Manager – APAC Solutions & Business Growth | Fair Isaac Corporation (FICO) Apr 2022 – Present

- Owned APAC solution strategy alignment across 8+ countries, influencing multi-million dollar ARR outcomes through direct engagement with executive stakeholders at enterprise banking and fintech clients.
- Co-shaped regional account strategy with sales leadership, accelerating expansion opportunities and competitive positioning across key APAC banking and NBFC accounts.
- Led APAC deal strategy for AI-driven decisioning platforms, driving enterprise pipeline across originations, fraud, collections, and optimization – influencing executive investment decisions.
- Owned regional pipeline acceleration by reframing client challenges into transformation-led business cases, contributing to measurable pipeline velocity improvements.
- Identified and captured whitespace opportunities across emerging APAC markets, enabling new logo acquisition and cross-sell of analytics and decision automation solutions into existing accounts.
- Influenced regional GTM strategy by translating regulatory shifts, competitive landscape insights, and digital transformation trends into differentiated platform positioning.
- Architected hyper-personalized pricing strategies and ROI models using optimization methodologies, enabling faster C-suite decision-making on enterprise platform investments.
- Led high-impact executive demonstrations and strategic workshops, positioning FICO as a long-term transformation partner for enterprise banking clients across APAC.
- Acted as regional strategic advisor for enterprise decisioning transformation initiatives across APAC banking clients.
- Served as escalation point for high-complexity, multi-stakeholder engagements requiring senior leadership alignment and commercial resolution.

Senior Data Scientist, Sales & Marketing Operations | Akamai Technologies Feb 2016 – Apr 2022

- Led the Analytics and Data Science function within Sales & Marketing Operations, driving data-driven decision-making to support both revenue and demand generation teams.
- Built and operationalized GTM models that enabled Sales and Marketing leadership to execute territory planning, identify greenfield opportunities, and prioritize high-potential accounts.
- Designed and deployed machine learning models for lead scoring, attribution modeling, and account fit modeling, directly improving pipeline quality and marketing ROI.
- Partnered with Sales, Marketing, and Finance leadership to align data insights with pipeline goals, territory coverage, and growth strategies.
- Managed and mentored a team of data scientists and analysts, building a culture of innovation that supported cross-functional growth initiatives.

Senior Engineer, Data Operations | Yodlee Envestnet India Pvt Ltd

Sep 2014 – Feb 2016

- Designed and maintained scalable data pipelines for real-time and batch processing, ensuring efficient data ingestion, transformation, and storage across the platform.
- Implemented data quality and governance frameworks, improving data accuracy and regulatory compliance.

Market Research Analyst (Database Developer & DBA) | Oracle India Pvt Ltd

Mar 2011 – Sep 2014

- Designed and developed PL/SQL stored procedures and packages supporting enterprise applications.
- Optimized database performance through SQL tuning, indexing strategies, and Oracle Data Guard configuration.

Technical Associate | Tech Mahindra Pvt Ltd

May 2010 – Mar 2011

- Developed and optimized PL/SQL stored procedures and database schemas supporting business logic and data integration.
- Executed ETL processes across multiple database environments, ensuring data accuracy and efficiency.

CORE LEADERSHIP COMPETENCIES

Enterprise SaaS Presales Leadership | Revenue & Pipeline Acceleration | Executive Value Selling

AI Decisioning Strategy | Regional GTM Expansion | Strategic Account Growth

Executive Stakeholder Engagement | Presales Team Development | Commercial Value Design

TECHNICAL & DOMAIN EXPERTISE

Python | AI/ML Strategy | Generative AI & LLMs | AWS / GCP | Analytics & Decisioning Platforms

Data Engineering Foundations | Tableau | Django / Flask | Oracle / PostgreSQL / BigQuery | Docker / Kubernetes

EDUCATION

M.Tech, Data Analytics & Software Systems – BITS Pilani

2016 – 2018

B.E., Information Science – SJCT, Visvesvaraya Technological University

2005 – 2009