

MOHIT MATHUR

AI TRANSFORMATION & GROWTH EXECUTIVE

VENTURE BUILDING • PRODUCT MODERNIZATION • GTM • OPERATIONS

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EXECUTIVE PROFILE

AI transformation executive, international technology entrepreneur and enterprise growth leader with nearly three decades of experience building ventures, modernizing product portfolios and transforming complex businesses across India, the United States, Japan and Australia. Has led AI-native product commercialization, SaaS portfolio renewal, operating-model redesign, enterprise selling and cross-border expansion. Combines zero-to-one product thinking with the discipline to align product, GTM and operations around adoption, revenue and scalable execution.

LEADERSHIP PROPOSITION Build and scale AI-native businesses by modernizing established products, translating complex technology into clear customer value, and aligning product, commercialization and operations around measurable growth.

SIGNATURE IMPACT

4 MARKETS Cross-border execution India • U.S. • Japan • Australia	70 Companies consolidated Enterprise transformation	SERIES A Institutional capital Mitsubishi • Mitsui • Mizuho	125% Growth vs. plan Accenture
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LEADERSHIP EXPERIENCE

Chief Executive Officer | Splink Pro AI — OTSI Joint Venture

Jun 2025–Present

Hyderabad, India • AI-powered human-performance intelligence backed by global technology delivery

- AI venture build & launch:** Led strategy, product direction and commercialization from founding-stage build through the public launch of Splink Pro at T-Hub, Hyderabad.
- Global technology foundation:** Built the venture within a joint-venture structure with OTSI, a global technology services company, strengthening enterprise delivery, engineering credibility and scale readiness.
- AI product strategy:** Shaped a smartphone-first, low-bandwidth human-performance intelligence platform integrating cognitive, physical and nutrition signals into actionable, personalized insights.
- Ecosystem & early adoption:** Assembled international domain expertise and expanded initial adoption to 15 institutions and 1,000+ users, including underserved tribal and rural communities.
- Commercial pathways:** Established institutional licensing, government and CSR routes, with a roadmap spanning multilingual products, data-led longitudinal intelligence and international pilots.

Chief Operating Officer | Stark.ai | Mantra Group

Feb 2024–Jun 2025

Hyderabad, India • AI-native SaaS portfolio restructuring, commercialization and operating execution

- Portfolio restructuring:** Helped lead Mantra Group's transition from established global SaaS products, including Agile CRM, toward a new generation of AI-native products and commercial models.
- AI-era product renewal:** Reframed mature product capabilities and customer problems around AI agents, intelligent automation and outcome-led workflows rather than incremental feature additions.
- Stark.ai commercialization:** Led market execution for an AI recruitment ecosystem spanning candidate automation, matching, assessment, dynamic interviews and employer-side ranking.
- Cross-functional operating model:** Aligned product, sales, marketing and customer-facing teams around sharper buyer use cases, launch priorities, partnership channels and repeatable growth motions.

Co-Founder & Head of Development | LiveSmart & LocoBuzz

2016–Jan 2024

Boston, United States / Japan

- Venture building:** Co-founded technology companies developing IoT consumer products and AI chatbots using machine learning for lifestyle management.
- Product strategy:** Defined vision, strategic direction and roadmaps; translated customer and partner requirements into product capabilities and market-ready offerings.
- Capital & credibility:** Helped secure Series A investment from Mitsubishi Estate, Mitsui Sumitomo Insurance and Mizuho Capital.
- Commercialization & leadership:** Launched products across multiple countries, negotiated partnerships with global manufacturers and built technical and commercial teams.

ENTREPRENEURIAL & ENTERPRISE FOUNDATION

Co-Founder & President, Operations | Blaze Automation

2011–2016

Boston, United States

- **Zero-to-one execution:** Converted market opportunities into product vision, GTM roadmaps and operating plans, with ownership of orders, revenue, cost and margin.
- **Scale systems:** Established product-management and delivery processes; built and mentored cross-functional technical and commercial teams.
- **Market creation:** Developed solution strategy, service articulation, client-partnership and customer-success programs.
- **International expansion:** Launched in the United States, Australia and Japan; subsequently joined the Japanese technology-licensee partner as co-founder of a new entity.

Senior Director — Strategy & Product Development | Consolidated Graphics (now RR Donnelley) 2009–2011

Houston, United States

- **Executive mandate:** Recruited by a former Accenture client CIO to join the executive leadership team.
- **Transformation at scale:** Led the IT strategic roadmap to consolidate 70 group companies into a shared-services model.
- **Operating model:** Unified vendor management and strengthened the framework for solution delivery, client partnership and satisfaction.

Director, Client Services — Application Outsourcing | Accenture

2006–2009

Houston, United States

- **Growth leadership:** Achieved 125% of business-growth plan by designing, selling and delivering innovative solutions to existing and new clients.
- **Cross-sell engine:** Built market-creation programs that connected Accenture consulting relationships with offshore technology delivery opportunities.
- **Recognition:** Ranked among the top five performers in Application Outsourcing, rated an “Exceptional Manager” in a company-wide survey and nominated for accelerated senior-executive development.

Sales & Business Development Leadership | Intelligroup (NTT DATA)

1997–2005

Houston, United States

- **Early-stage scale:** Joined among the company's early employees and contributed to its growth through a successful IPO.
- **Commercial progression:** Advanced to Midwest Sales Lead and national head of the Business Development Center.
- **Strategic accounts:** Built and managed outsourcing relationships spanning ExxonMobil, four additional Fortune 500 companies and more than 20 SMB clients.
- **Sustained performance:** The only employee to receive the company's Top Performance Award four years consecutively; separately recognized by the founder and CEO as the organization's most valuable resource.

LEADERSHIP CAPABILITIES

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| • AI-Native Product Strategy | • SaaS Portfolio Modernization | • Venture Building & Zero-to-One |
| • GTM & Commercialization | • Enterprise Transformation | • Product / Operations Alignment |
| • P&L & Operating Discipline | • Cross-Border Expansion | • Partnerships & Capital |

EDUCATION & LANGUAGES

B.A. & DHMCT | Military School, Chennai, India | 1994–1997

Languages | English — Native • Hindi — Native