



VIVEKDEEP GUPTA

PRODUCT & SALES LEADER

ABOUT

A professional with a proven track record of incubating successful businesses across multiple industries and geographies. Excels at managing customer relationships and delivering results with cross-functional teams.

GEOGRAPHIES



AWARDS

GLOBAL ENTREPRENEUR IN RESIDENCE
One of two selected by Massachusetts (2015)

ROCK SUMMER FELLOW
For most promising entrepreneur at HBS (2013)

LEBARON-MCARTHUR-ELLIS FELLOW
For meritorious foreign students at HBS (2012)

KC MAHINDRA FELLOWSHIP
India's most prestigious scholarship (2012)

CONTACT

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WORK EXPERIENCE

Cashless Catalyst

Associate Director – Innovation and Strategy Mar 2017–Present

- Launched “Fintech for the Last Mile” incubator with a \$1Mn fund and 12+ partners.
- Creating bottom of pyramid “Alternative Credit Score” with Government and alternate data

Chief Minister’s Office, Andhra Pradesh

2016–17

- Short term project as Economic Advisor to Chief Minister on state’s FDI strategy.
- Designed strategy and campaign for the state at World Economic Forum’17 held in Davos.
- Identified investors, secured meetings and pitched the state to multiple global CXOs.

Covrd, Inc.

Co-founder and Chief Product Officer

2014–16

- Designed and launched an app to track freelancer’s income in real-time, assess creditworthiness, disburse earnings and recover dues.
- Raised \$1.5Mn from Silicon Valley angels. Featured on CNN Money, Boston Globe etc.
- Integrated with Uber and Lyft. Launched a co-branded debit card with MasterCard.

Indian Prime Minister’s Office

2012

- Worked with PM’s advisor to create policy and attract investments for skill development.
- Secured \$130Mn investment from Singapore for India’s biggest vocational school.
- Drafted amendments to two key national labour laws.

TATA Group Leadership Development Program (TAS)

Senior Manager (Strategic Projects)

2008–12

- Successfully secured contracts over \$200Mn. Led team of 100+ across Israel, EU, UAE.
- Grew IoT based security business from zero to \$15Mn in under two years.
- Closed \$6Mn acquisition of radar manufacturer. First M&A in Indian defence industry.
- Acquired a Drone manufacturing start-up for \$1.5Mn.

Manager (New Initiatives)

2007–08

- Launched \$1Mn Microfinance fund in partnership with South African Government.

EDUCATION

Harvard Business School, Boston (2012–14)

MBA (FINANCE & ECONOMICS)

XLRI, Jamshedpur (2005–07)

PGDBM

RV College of Engineering, Bangalore (2001–05)

B.E (Electrical Engineering)

SKILLS & DOMAIN

SALES/ BIZ DEV



PRODUCT MANAGEMENT



OPERATIONS



MERGERS & ACQUISITIONS

