

HRISHI KAYSHAP

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EDUCATION

YALE SCHOOL OF MANAGEMENT
Master of Advanced Management (MAM)

New Haven, CT
2027

INDIAN INSTITUTE OF MANAGEMENT (IIM), INDORE
Master of Business Administration (MBA) (3.71/4.0)

Indore, India
2022

- Campus Winners, Accenture B-School Challenge and National Finalists, Publicis Sapient Product Hunt

INDIAN INSTITUTE OF MANAGEMENT (IIM), INDORE
Bachelor of Arts, Foundations of Management (3.57/4.0)

Indore, India
2020

- Awarded ₹3 lakhs (~\$4500) in scholarships by the state & regional education department, Govt. of Assam
- National Finalists & Regional Winners winning ₹72,000 (~\$1000) in the State Bank of India YONO Quiz

PROFESSIONAL EXPERIENCE

TECH MAHINDRA
Chief of Staff to CTO & GTM Lead - AI Products

Bengaluru, India
2025 – 2026

- Managed operations for a **300+ member** CTO Office, with 2 direct & 9 in-direct reports and a **\$50K** budget
- Leading the org-wide **AI Adoption** project across 10+ verticals and 8 streams of work handling scope, templating and the automation of routine processes with Gen-AI and Agentic-AI systems
- Leading a **team of 8** across Marketing, Client Success, Partnerships, and Product Build as the **Go-To-Market** lead of the TechM Orion **Agentic-AI marketplace**, scaling it to **500+** internal enterprise users and onboarding pilot clients with deal values of **\$1M+** per client while building the sales pipeline & funnel

Lead - Growth & Strategic Initiatives, North American Payers, Healthcare

2022 – 2025

- Doubled revenue to **\$60M in 30 months** by driving multi-year deal flows, contracting, pre-sales & sales in CVS Aetna, BCBS Association, Blue Shield of California, & Delta Dental California accounts
- Spearheaded the launch of **EPIC eMR** services subsidiary owning the project to a fully operational, **\$13M+** revenue-generating business in 4 months, with 50+ stakeholders and leading a **10-member team** end-to-end
- Executed a **\$10M+** carve-out deal managing financial modeling, due diligence, & operational integration plan of 90+ associates that handle non-emergency **medical transport fleet operations** in 48+ US states
- Responsible for ideation, design & project management of a **Healthcare Innovation Center** showcasing work in 4 PODs across Payer, Provider, Life Sciences and allied industries collating 20+ physical & digital artifacts across UI/UX, AR/VR, Industry 4.0 in Pharma, **Healthcare AI/LLMs** with a **\$200K budget**
- Set up the revenue & pipeline management system by developing a tracking tool with multiple user-interviews, self-developed beta versions and specifying **product and testing requirements** to a team of developers for scaling it to **100% adoption** across the \$300M healthcare division.

ADDITIONAL INFORMATION

- *Internships:* **Nestle India** (Sales), **Institute of Chinese Studies** (Policy), **Indian Oil** (CSR Research)
- *Academic & Business Research:* (a) Engaged in research on 'Incubation Systems' (b) Authored global expansion case for classroom teaching; presented in Strategic Management Conference
- *Quiz Community Building:* Hosted 15+ quizzes hosted in 4 cities & built 25-member quizzing collective.
- *Writing & Literary Community:* Blogger since 2015; published 10 long-form Substack essays (3000+ words) since 2023. Co-founded a community of Substack Writers from my university and online network.