

GAUTAM KUMAR PANDEY

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PROFESSIONAL SUMMARY

Strategy and transformation professional with 5+ years across strategy consulting, in-house growth strategy, and maritime operations, combining an IIM Bangalore MBA with a Marine Engineering degree. Builds regional growth plans, go-to-market strategies, market and competitive assessments, and business cases across maritime, energy, and industrial sectors, translating them into executive decisions for CEO, CFO, Founder, and senior government stakeholders. Hands-on in driving strategy implementation and AI-enabled business transformation with international, cross-cultural teams across Asia, Europe, Africa, and North America; motivated by the energy transition and industrial decarbonization.

CORE SKILLS

Strategy: Regional & Corporate Strategy, Business Planning, Strategy Implementation & Business Transformation, Market & Competitive Intelligence, Go-to-Market & Sales Excellence, Pricing Strategy & Revenue Model Design, Capital Allocation, Financial Modeling & Scenario Analysis

Industry: Maritime, Energy & Process Industries, Energy Transition & Decarbonization

Leadership: Executive Presentations & Senior Stakeholder Management, International & Cross-functional Team Leadership

AI & Tools: AI Agents & Agentic Workflow Automation (Microsoft Copilot Cowork), MS Office (Advanced Excel, PowerPoint), Power BI, SQL, Jira

PROFESSIONAL EXPERIENCE

General Manager – Strategy & Growth
Sea And Beyond | 04/2026 – Present

- Defined the growth strategy for a maritime career platform, diagnosing a two-sided marketplace liquidity gap and aligning platform development (web + app), community launch, and product redesign into one coordinated plan.
- Led AI-enabled process automation for 2 clients, partnering with their senior leadership to design and deploy agentic workflows with AI agents on Microsoft Copilot Cowork, cutting process turnaround time by 60–70%.
- Built and presented a ₹80L+ capital allocation model in Excel to the Founder and CFO, structuring phased investment across tech development, hiring, and marketing, shaping the business plan and leadership's capital deployment across competing growth priorities.
- Leading end-to-end delivery of a maritime digital platform, owning business model and process design while driving cross-functional execution of ~300 screens across a 5-member tech team using Jira.
- Designed subscription pricing strategy for a two-sided marketplace, setting employer and candidate price points and a free-to-paid conversion model, benchmarked against competitors and tested in Excel for the Founder ahead of launch.

Consultant – Strategy & Transformation (Director's Office)
Showtime Consulting | 04/2025 – 11/2025

- Redesigned governance and operating model for a centralized HQ supporting 40,000 workers, introducing decision-rights frameworks and escalation structures that improved leadership responsiveness and execution speed.
- Designed a 20-year sustainability-focused transformation roadmap for Maharashtra Pollution Control Board across 4 ULBs, including InvIT-led capital structuring and AMC-based SLA-driven operating models, projected to improve O&M efficiency by 15–25%.
- Built financial scenario and sensitivity models evaluating multiple revenue expansion pathways, informing leadership's business plan and capital allocation toward profitable growth.
- Developed regional growth and go-to-market plans across 8 regions, prioritizing 20+ high-value customer segments and 100+ strategic stakeholders, and codified them into 7+ execution-ready sales-excellence playbooks that accelerated field readiness.
- Presented strategic recommendations directly to the organization's senior-most officials and senior government leaders, including ministers and IAS officers.

Marine Operations Engineer
Synergy Marine Group | 07/2018 – 07/2022

- Led deployment of IoT-enabled performance analytics across $120M+ asset portfolio, improving asset utilization by 15%, reducing manual intervention by 20%, and cutting fleet emissions by ~15%, advancing fleet digitalization and operating efficiency.
- Drove vessel readiness for the IMO 2020 global sulphur cap, proactively planning and re-engineering multiple technical and operational parameters to deliver a smooth, fully compliant transition to low-sulphur fuel.
- Led multi-party commercial negotiations to resolve a 300+ metric ton fuel-oil dispute, aligning 5 external stakeholders to mitigate legal & financial risk and deliver $270K+ in cost savings.
- Managed global regulatory compliance across 24 countries, coordinating 50+ inspections and filings with multinational teams and authorities to maintain operational continuity and avoid $40M+ in potential revenue exposure.
- Led a time-critical $2.5M dry-dock turnaround program, supervising 12+ high-impact upgrades to resolve performance issues and restore the vessel to full operational performance on schedule.

STRATEGIC CONSULTING PROJECTS

- Designed AI-enabled revenue cycle transformation roadmap for U.S. healthcare RCM firm, aligning workflow redesign with denial reduction, AR compression, and margin improvement. (Jan 2026 – Mar 2026)
- Advised CEO Office of Toshiba on India's ₹10B+ Li-ion battery (energy storage) opportunity, conducted market sizing, competitive benchmarking, and lifecycle pricing analysis to recommend a capital-light revenue model designed to lower customer acquisition barriers and support market expansion. (IIMB + Toshiba)
- Analyzed ₹4,200 Cr+ procurement spend base of a fuels & energy JV, identified structural inefficiencies & benchmarked against global best practices to design AI-enabled P2P transformation improving automation, control effectiveness, & cost-to-serve economics. (IIMB + Jio-BP)
- Designed a back-office operating model for a ₹100Cr+ maritime client, leveraging global industry analysis to standardize workflows across 6+ support functions and enable organizational scalability. (IIMB + Shreyaa Consulting)

EDUCATION & CERTIFICATIONS

MBA (PGP), General Management
Indian Institute of Management (IIM) Bangalore | 2023 – 2025

B.Tech, Marine Engineering
Indian Maritime University (IMU), Mumbai Campus | 2014 – 2018

FMVA® (Financial Modeling & Valuation Analyst)
Corporate Finance Institute | Advanced training in financial modeling, valuation, and financial analysis