

Gaurav Singh

Product Management and Marketing Director | Commercializing Innovative Technologies

Toronto, Canada

• +1-734-680-4908

• gsingh.hbs@gmail.com

• [linkedin.com/in/gsinghviews](https://www.linkedin.com/in/gsinghviews)

Award winning professional with 8+ years of experience ranging from product management and marketing to business strategy and new product launches.

CAREER HIGHLIGHTS

- Delivered 10+ keynote speeches and served on invited panels at various international autonomous vehicle and artificial intelligence conferences in the USA, Canada and Europe.
- Supervised and mentored a cumulative total of 40+ personnel across engineering, research, product design, customer support and marketing functions with ~90% retention rate.
- Youngest person to serve on the board of a Canadian Regional Innovation Accelerator/Incubator.

SKILLS

- Product Management
- Business Strategy
- Artificial Intelligence
- Product Marketing
- Business Development
- Financial Modeling
- Data Research and Analysis
- Revenue Generation
- Partnerships Management
- Team Training and Leadership
- Cross Functional Collaboration
- Strategic Planning and Execution

CAREER EXPERIENCE

Director of Technical Marketing

July 2022 – Present

Untether AI, Toronto, ON

- Spearheaded company's first major software release, driving revenue to \$0.6M & creating potential for up to \$80M in 2023.
- Developed customer training plans, improved documentation, implemented a ticketing portal and quintupled the team size, resulting in an enhanced user experience and a 15% decrease in customer issues in a quarter.
- Directed over 50 pre-sales technical discussions, resulting in a 60% conversion rate of leads to sales.

Summer Associate

June 2021 - August 2021

Bain & Company (Private Equity Consulting), Toronto, ON

- Performed detailed financial due diligence on \$3B worth of private equity deals and made final go/no-go recommendations.
- Conducted comprehensive market research on three target companies, analyzing customer & competitor profiles, estimated total addressable market and identified opportunities for boosting net incomes.

Ford Business Leadership Program (AV LLC)

March 2019 – August 2020

Ford Motor Company - Autonomous Vehicles, Detroit, MI

- Constructed financial projections for AV launch and expansion based on scenario modeling; achieved a 8-year \$15M go-to-market plan across 6 cities.
- Forged strategic partnerships with local governments to create geo-zones which optimized fleet operations unlocking 30% increase in annual revenue.
- Authored new interviewing protocols and rolled out an extensive training plan which resulted in 30% reduction in onboarding time while increasing employee retention rate by 20%.

Sr Machine Learning Researcher

December 2016 – February 2019

Ford Motor Company - Autonomous Vehicles, Dearborn, MI

- Invented and patented alternatives to an already licensed but expensive bio-inspired computer vision technology, resulting in \$3M annual cost savings for Ford.
- Trained an AV-pedestrian gestures based communication system that scored top ranking on a global leaderboard, demonstrating best-in-class accuracy of 96%.
- Designed and implemented 6M\$ infrastructure for AI projects through comprehensive supplier evaluations & data purchases.

ADDITIONAL ROLES

Board of Directors and Business Advisor

April 2019 – July 2021

WETECH Alliance, Windsor, ON

- Provided strategic guidance on AI strategy and business plans to enable 10+ pre-seed startups launch viable products and secure \$5M funds via grants, competitions and angel investments.

Strategy and Product Consultant

June 2020 – August 2020

BabyChakra, Mumbai, INDIA

- Assessed market size & potential, and analyzed customer trends & competitive landscape to devise a \$2M strategic plan for the private label launch.
- Identified and contracted 5 Instagram mom-influencers, driving an additional 20K followers within 6 months.

AWARDS AND RECOGNITIONS

- Named to The Peak's Emerging Leaders 2023 list, celebrating accomplished Canadian leaders under 40.
- Won "Rising Star – Under 30" award at TU Automotive Awards 2020 for technical and business contributions to the autonomous vehicles industry.
- Served on the judging panels of four categories at the annual AutoSens Awards and the Business Pitch panel at the Canadian UG Computer Science Conference (CUCSC).

EDUCATION

Harvard Business School, Boston, MA

June 2022

Masters of Business Administration – General Management, Entrepreneurship

Co-President of the Tech Club, the largest student club at HBS. Section A Alumni & Career Representative.

University of Michigan, Ann Arbor, MI

December 2015

Masters of Science – Electrical and Computer Engineering

Awarded Best Masters Research Thesis at the Engineering Graduate Symposium (EGS).

National Institute of Technology, Trichy, INDIA

June 2014

Bachelor of Technology – Instrumentation and Controls Engineering (ICE)

President of the ICE Association (400+ members). Elected chairperson of SENSORS, a national-level symposium with over 3000 attendees.

CERTIFICATIONS

Reforge

2023

Product Leadership, Advanced Growth Strategy, Monetization, Pricing, Retention & Engagement