

Saloni Suchdev

saloni.suchdev@insead.edu / +33 7 69 65 28 42 / France / salonisuchdevnss@gmail.com / <https://www.linkedin.com/in/salonisuchdev>

A seasoned commercial strategy and operations professional with six years of experience driving account acquisition and retention through digital transformation programs across APAC and North America for global retail and CPG brands. Proven track record of building executive stakeholder relationships, leading cross-functional teams, and driving revenue growth in fast-paced environments.

EXPERIENCE

Vision Group Retail

Bengaluru, India

Scale-up providing AI-led retail intelligence SaaS solutions for global CPG & FMCG brands; USD 60M global ARR

Regional Head – Customer Success

2023 - 2025

- Doubled APAC ARR from USD 4M to USD 8M in Y1 by leading full sales cycle, onboarding new contracts, and cross-selling dynamic pricing models across Southeast Asia and Oceania
- Closed three strategic contracts against competitors, carrying out quarterly and annual business reviews and scoping sessions with C-suite clients while owning monthly revenue targets with sales and finance
- Secured a USD 2M ARR, 3-year SaaS contract with an international ice-cream brand by running market visits, retail layout analysis, and digital GTM programmes across Southeast Asia, boosting regional sales by 7%
- Accelerated end-to-end delivery of AI and data programmes by 20% by managing a team of four project managers across three retail business streams and leveraging insights from 98% accurate machine learning models
- Increased client product sales by 38% across airports and universities in Oceania, securing European expansion, by leading the rollout of a first-of-its-kind IoT and image-recognition smart vending system for the world's largest beverage company

Inflect Technologies

Bengaluru, India

Start-up delivering FMCG retail intelligence to drive in-store sales; USD 4M ARR

Lead Project Manager

2022 - 2023

- Amplified monthly in-store client sales by 3–4% (~USD 2M across all stores) for food & beverage brands by mentoring a team of seven project managers and translating in-store KPIs into actionable commercial insights
- Drove up revenue by 18% (USD 1.5M) by prioritising and strategically onboarding new accounts while achieving over 85% POC-to-production conversion rate globally

Senior Project Manager

2021 - 2022

- Boosted customer satisfaction by 27% and customer retention by 34% by leveraging data-driven insights and iterative client feedback to optimise data pipelines and operational frameworks
- Expanded product, SDK, and API adoption across Europe and the U.S. by 1.5x by partnering with product and engineering teams to enhance mobile application usability and integration capability through API and SDK development

Project Manager

2020 - 2021

- Improved team efficiency by 40% by creating and scaling a comprehensive Pilot Playbook and launching an internal project management tool to strengthen cross-functional collaboration

Sabre Corporation

Bengaluru, India

Software technology company for global travel and aviation industry

Business Analyst - Flight Planning and Scheduling

2019 - 2020

- Lifted profits by USD 19M for European and Middle Eastern airlines while reducing operational costs 12% (~USD 7-8M) by programming in-house flight planning tools, identifying high yield expansion markets, and correcting fleet capacity and maintenance inefficiencies

EDUCATION

INSEAD

Singapore & Fontainebleau, France

MBA Class of July 2026

2025 - 2026

- Recipient of Henriette and Nobert Albin Scholarship, awarded to high achieving women leaders from diverse backgrounds
- VP of Retail & Luxury Goods Club; Member of Consulting, Women in Business, and TMT Clubs
- Led Ferrari case competition on Dealership Customer Satisfaction; INSEAD Negotiation Cup Finalist, hosted by Horacio Falcao

Manipal Institute of Technology, Manipal Academy of Higher Education

Manipal, India

Bachelor of Technology in Computer and Communication Engineering

2015 - 2019

AI IN PRACTICE

Professional Agents & Artifacts

- Built two daily intelligence agents delivering briefings on major consumer products accounts and EU/UK industry news, pulling from live trade publications and classifying stories by category with AI-flagged spotlights, delivered via Claude and email
- Created a weekly client update agent that reads across Slack, mail, and Notion, synthesises activity, to deliver a report and deck

Personal Behaviour & Habits

- Built .dot. and LineByLine, two habit-forming apps centred on a proprietary behavioural subscription model where users earn premium access through demonstrated daily use and lose it after consecutive missed days

ADDITIONAL INFORMATION

- **Language Proficiency:** English (Fluent), Hindi (Native), German (Practical)
- **Volunteering Experience:** Teach for India and Shwas NGO, India, May 2016 - Jun 2016
- **Interests:** Fashion Innovation & Styling, Fitness & Trekking (Nepal Trek 4575m - 2023, Mt. Everest Basecamp 5340m - 2024)