

Saloni Suchdev

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A seasoned commercial strategy and ops expert with six years of account acquisition and retention implementing digital transformation programs across APAC and NA for global retail and CPG brands. Proven track record demonstrating exceptional stakeholder & C-Suite relationships, leading cross-functional delivery across teams, and expanding revenue in a fast-paced environment.

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 the 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%
- Managed a team of 4 PMs and 3 retail business streams, driving AI and data programmes end to end using insights from 98% accurate machine learning models all through APAC landscape
- Drove adoption of a first-of-its-kind IoT and image-recognition smart vending system for the world's largest beverage company, delivering a 38% increase in sales across airports and universities across Oceania, securing European expansion

Inflect Technologies **Bengaluru, India**

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

Lead Project Manager **2022 - 2023**

- Led end-to-end AI-based execution programs to amplify monthly in-store sales by 3-4% (~USD 5M) for food & beverage brands tracking data-driven KPIs (market share, product positioning & compliance, promotions & discounts) mentoring a team of 7 PMs
- Increased 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**

- Optimised data pipelines, operational frameworks, and SLAs, increasing customer satisfaction by 27% and customer retention by 34% through data-driven analytical insights and iterative client feedback loops
- Expanded product, SDK, and API adoption to EU and USA by 1.5x via collaboration with product and development teams to establish APIs and SDKs for mobile application ease of use, compatibility, and integrations

Project Manager **2020 - 2021**

- Created, from scratch to finish, and scaled a comprehensive Pilot Playbook, streamlining processes and improving team efficiency by 40%, driving operational excellence and fostering 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 and cut operational costs 12% (~USD 7-8M) by programming in-house flight planning tools, identifying top 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**

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)

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
- Built a weekly client update agent that reads across Slack, mail, and Notion, synthesises activity, to deliver a report and deck weekly

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