

Anshul Bagai

24+ years of Experience

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US Patent Holder <https://tinyurl.com/4ydn6hxt>

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Sr. Director – IT / CTO / Global Delivery Leader

Proven and Dynamic Leader with 24+ years of experience, driving processes, software development, and product companies toward unprecedented growth and success.

TECHNOLOGY SKILLS

AI | Machine Learning | Generative AI | Python | Microservices | JavaScript | .NET | C# | Artificial Intelligence | Agile | Scrum Master | CSM | Flutter | IoT | Cloud (AWS, Azure) | React | .NET Core | React JS | SQL | NoSQL | Java | PHP | Open Source | Mobile Apps

Seasoned IT Executive with Over 24 Years of Leadership in Global Markets

- Accomplished leader, holding senior roles such as CTO, Sr. Director of IT, Vice President, Sr. Program Manager, and Global Service Leader.
- Bringing **18+ years of international experience** across the USA, Canada, Singapore, and Europe, with a proven ability to drive cross-functional success on a global scale.
- Expert in **Product Management, Service Delivery, Revenue Growth, P&L Management, and Sales**, with a strong track record of strategic execution and operational excellence.
- Played a pivotal role in **two successful \$100M+ startup exits**, excelling in dynamic, fast-paced environments that demand agility and innovation.
- Deep technical expertise in **cutting-edge technologies, including AI, Machine Learning, IoT, Python, JavaScript, Mobile Applications, and Cloud platforms (AWS & Azure)**.
- Highly skilled in **building and leading high-performing teams**, managing complex client engagements, and delivering successful, large-scale projects.
- Recognized for strong techno-commercial acumen, with domain expertise across diverse industries, including **FinTech, RegTech, Insurance**, Real Estate, Gaming, Health Care, and Social Networking.
- Proven ability to thrive in startup and established environments, consistently achieving success within tight budget constraints while driving growth and innovation.

BUSINESS SKILLS

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|-----------------------------|-------------------------------|--------------------------|
| ✓ Technical Leadership | ✓ Delivery Management | ✓ Program Management |
| ✓ Strategic Execution | ✓ Product Management | ✓ Stakeholder Management |
| ✓ Team Building & Mentoring | ✓ Budgeting, Cost Estimation | ✓ Risk Management |
| ✓ Account/Client Management | ✓ Cross-functional Leadership | ✓ Revenue, P&L |

INDUSTRIES

- | | | |
|-------------|-----------|--------------|
| ✓ FinTech | ✓ RegTech | ✓ Healthcare |
| ✓ Payments | ✓ EdTech | ✓ Insurance |
| ✓ Ecommerce | ✓ IoT | ✓ SaaS |

PROFESSIONAL EXPERIENCE

Sr. Director – IT | FlexM Private Limited | Work from home | December 2023 – Present

As a **Senior Director of IT** in FlexM Private Limited, I spearhead the development and delivery of innovative financial technology solutions, focusing on cross-border remittance transactions. In my leadership role, I oversee the design and implementation of advanced FinTech Products that are scalable, secure, and compliant with rigorous regulatory standards.

- **RegTech, AML (Anti-Money Laundering), KYC (Know Your Customer)**, and compliance, ensuring our products meet the highest global regulatory requirements. I have a strong background in SaaS (Software as a Service) and multi-tenancy cloud architectures, particularly within AWS (Amazon Web Services), enabling us to deliver flexible, scalable, and cost-effective solutions tailored to the needs of our clients.
- With a deep understanding of cloud technologies, I leverage AWS **to create multi-tenant environments** that enhance the efficiency, security, and scalability of our solutions. This allows us to support a diverse range of clients, each with unique needs, while maintaining the highest standards of performance and data security.
- Leading a high-performing team of top-tier developers and IT professionals to **design, develop, and deliver cutting-edge products** that empower clients to scale their global operations. My approach to client management is centered on understanding their business objectives and transforming them into innovative, high-performing, and market-ready products that drive tangible value.
- Beyond my technical and leadership responsibilities, I play a pivotal role in **pre-sales** by partnering with the sales team to highlight our technological expertise and drive new business opportunities. My commitment to excellence, innovation, and regulatory compliance has established me as a key leader in the FinTech industry, with a focus on remittance transactions, **RegTech, AML, KYC, SaaS, and multi-tenancy cloud solutions on AWS.**

CTO & Product Manager | OVE TOUCH N GO | Work from home | March 2020 – December 2023

OVE Touch N Go is an innovative startup committed to revolutionizing the payment landscape with its world-first patented fingerprint payment system. I led and developed the entire development team of 25+ team members & cutting-edge technology, hardware integration, and business strategy.

- **US Patent:** Spearheaded the development of patent-based technology for the startup, serving as the primary inventor of this groundbreaking innovation. I meticulously navigated the entire U.S. patent process, including revisions and the creation of comprehensive architectural documentation, to meet the stringent requirements of the USPTO, ultimately securing the patent.
- **Startup Inception:** Spearheaded company's formation, bringing it from nascent idea to a thriving business by outlining core mission, driving technological innovation, and orchestrating resource allocation to accelerate growth/ market penetration.
- **Cloud based Fingerprint Payment System:** Pioneered development of groundbreaking patented fingerprint payment system, streamlining financial transactions for greater user convenience, security, and efficiency.

- **Hardware Integration:** Orchestrated seamless integration of custom IoT fingerprint devices with cloud-based application architecture, empowering the fusion of state-of-the-art secure technology and hardware interaction for a robust and reliable user experience.
- **Team Building:** Expertly navigated complex startup ecosystem, securing essential funding and assembling a high-performing team of diverse talent to propel the company's vision, scale operations, and achieve both short-term & long-term vision.
- **Management & Cross-functional Leadership:** Skilled in project management methodologies, resource allocation, and budget oversight. Effective at fostering collaboration and communication among team members, ensuring project alignment and successful outcomes. Experienced in mentoring and coaching team members to drive professional development and continuous improvement.

Sr. Vice President | MYZEAL IT SOLUTIONS | INDIA & USA | April 2010 – November 2021

MYZEAL IT Solutions delivers innovative technology solutions and consulting services to clients globally. I drove business growth, cultivated talent, and spearheaded strategic initiatives that bolstered the company's market presence.

- **Business Entity Management:** Lead Sr. Program Manager for Separate Entity MYZEAL IT Solutions for FCS Software Solutions Limited as offshore consulting company in 2010, overcoming challenges of rapid growth and business expansion in a competitive landscape. Delivery Management, Program Management, along with Budgeting & Finance Management.
- **Team Building & Growth:** Grew from a team of 3 to 180+ employees by cultivating a culture of excellence, hiring top talent, and implementing training and mentorship programs to foster employee development, retention, and overall success.
- **Business & Technology Vision:** Spearheaded company's strategic vision, aligning product management, program management, and other vital activities to accelerate innovation, and strengthen the company's market position.
- **Product Vision & Strategy:** Directed Program vision, strategy, and release plans, including business case formulation, proof of concept presentation, prototyping, partner guidance, and detailed requirement analysis for maximum growth impact.
- **Cross-functional Leadership:** Led and supported engineering, sales, and marketing teams to achieve revenue and customer satisfaction goals, fostering collaborative environment that empowered teams to excel and adapt to evolving conditions.
- **SAAS Product Development:** Developed detailed engineering plans and processes for staff to follow, building and maintaining a robust portfolio of SAAS products to serve the company's diverse clientele and meet ever-changing industry demands.
- **Business Opportunity Identification:** Identified potential business opportunities, including new markets, growth areas, trends, customers, products, and services, enabling the company to stay ahead of the curve and capitalize on emerging trends.
- **Customer & Team Coordination:** Acted as primary interface between customers, product managers, and engineering teams, ensuring effective coordination with geographically distributed teams and promoting seamless project execution.

Program Manager (Technical) | FCS SOFTWARE SOLUTIONS LIMITED | INDIA | October 2006 – October 2009

FCS Software Solutions focuses on providing cutting-edge technology services and solutions to businesses. Program Manager (Technical) successfully built and expanded the Microsoft Technologies Centre of Excellence, nurturing a high-performing team and delivering exceptional client results.

- **Business Unit Creation & Expansion:** Successfully established and expanded Microsoft Technologies Centre of Excellence, a separate business unit within FCS Software Solutions Limited, targeting focus on specialized technological expertise.
- **Team Building & Growth:** Advanced from managing a single project as Technical Project Manager to building and leading a 50+ member team, assembling diverse talent and fostering collaboration across technology and sales divisions.
- **Client Delivery & Execution:** Spearheaded team building and delivery for US-based clients, ensuring timely, high-quality outcomes that solidified relationships, exceeded expectations, and reinforced company's reputation for excellence.
- **Process Development & Optimization:** Devised and implemented streamlined processes and libraries for developers, significantly reducing delivery time, ensuring quality, and enhancing overall team efficiency, increasing client satisfaction.
- **Microsoft Technologies Strategy:** Crafted comprehensive strategy for business growth in Microsoft Technologies, leveraging industry insights and expertise to drive sustainable expansion while capturing new opportunities.

EARLIER EXPERIENCE**Product Manager | RM MEDNET SOLUTIONS | GURUGRAM | August 2005 – July 2006**

RM MedNet Solutions provides healthcare IT solutions for diverse medical needs. Project Manager ensured timely project delivery, optimized processes, and enhanced client satisfaction.

Project Manager | SECOND FOUNDATION | CHANDIGARH | February 2004 – July 2005

Second Foundation specializes in custom software development services. Project Manager guided teams to achieve successful project outcomes, meeting client requirements and fostering innovation.

Project Lead | KRING TECHNOLOGIES | GURUGRAM | May 2003 – February 2004

Kring Technologies offers bespoke software development and IT consulting. Project Lead facilitated project execution, streamlined workflows, and promoted collaboration for optimal results.

Team Lead | MASPAR TECHNOLOGIES PRIVATE LIMITED | April 2002 – April 2003

Maspar Technologies delivers tailored software solutions to businesses. Team Lead nurtured talent, managed resources, and drove team performance to deliver high-quality software solutions.

Sr. Developer | SAKSHYM SOFTWARE | PREET VIHAR | August 1998 – March 2002

Sakshym Software focuses on providing custom software development services. Sr. Developer contributed technical expertise, collaborated with teams, and delivered innovative software solutions for clients.

EDUCATION, PROFESSIONAL DEVELOPMENT & CERTIFICATIONS

- US granted Patent <https://tinyurl.com/4ydn6hxt>
- Generative AI for Beginners
- The Ultimate Guide to AI and Machine Learning
- AWS Cloud Practitioner
- Microsoft Certified Professional
- Certified Scrum Master
- SAFe Certification
- 3 years Diploma from NIIT (MCA Equivalent)
- Graduate from Delhi University

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