MITEN MEHTA

Chief AI Officer · AI Operating Partner · Applied AI
Board and Advisory Board Member
Author — S.O.V.E.R.E.I.G.N AI Book (coming soon)

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EXECUTIVE SUMMARY

- **Purpose:** Leverage 30+ years of leadership experience, strategic relationships and ecosystem to build, grow and scale capital-efficient, profitable, sustainable, impact-driven institutions — as a C-suite leader or operating partner to PE, VC and family offices.
- **30+ years turning deep tech into revenue** — most recently as a Chief AI Officer spearheading enterprise generative AI and agentic AI strategy end to end.
- **Miten helps boards, PE/VC firms and enterprise leadership teams** build autonomous-enterprise capability — where agent orchestration, governed learning loops and operating discipline compound value.
- **I operate as the DRI for enterprise AI transformation** — driving clarity in ambiguous situations, translating business requirements into execution, and bringing structure to unstructured problems, while orchestrating multi-agent systems from pilot to production at scale.
- **As an AI Operating Partner, I install the S.O.V.E.R.E.I.G.N AI Framework** — my proprietary framework, and my upcoming book — for boards, PE/VC firms and their portfolio companies: AI due diligence, portfolio value creation and governed agentic transformation, delivered through a remote operating model.

CAREER HIGHLIGHTS

- **Career Record (aggregate):** $157M+ in partner-led revenue across my career — Fortune-1000 co-sell and partner-sourced revenue; 150+ ISV and partner network memberships built across roles.
- **Ecosystem & Alliances:** hyperscaler alliances (GCP, AWS, Azure) incl. the global NVIDIA–GCP alliance for GPU-accelerated AI workloads.
- **AI Partnerships:** partnerships with the frontier AI labs — OpenAI (Codex), Anthropic (Claude), Google (Gemini and AGY) and Meta (Muse) — and the wider model ecosystem, in enterprise deployments.
- **Sovereign AI Platform:** a sovereign enterprise OS on an open-source (FOSS) stack — custom-built IP across 12 business layers, from data and models to agents and governance.
- **Cost Optimisation & Value Realisation:** AI applied function by function — customer data (unified customer profiles, decision intelligence), business processes (process re-engineering, workflow automation), supplier and partner relations (ecosystem sourcing) — cost taken out, value measured, stage-gated: pilots scaled or stopped on measured value.
- **AI Transformation:** AI-native operating models and Centers of Excellence; portfolio-wide AI playbooks; company-wide AI transformation programs.
- **Flagship AI Platforms:** GTM and architecture for enterprise AI platforms at scale (MondeeONE, Miraee, Abhi, Aarna).
- **Executive Briefings:** executive briefings shaping how large enterprises adopt AI; board-level KPI frameworks for AI revenue velocity and responsible-AI governance.
- **Financial Technologies:** built regulated exchanges (MCX, IEX) and took them public; international M&A.

AI LEADERSHIP

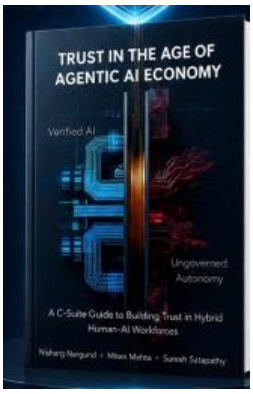
- **Tabhi.ai — Chief of AI (Solutions, Partnership & Growth):** AI partnerships driving recurring revenue; directed GTM, AI productization and architecture for reusable AI platforms (MondeeONE, Miraee, Abhi, Aarna); established an AI Center of Excellence, driving AI-assisted workflows and KPI/OKR board reporting.
- **Fractal Analytics — Global GTM & Growth Leader:** led global alliances for GCP, AWS, Azure; deployed Fractal's AI suite (Cuddle.ai, Qure.ai, StreamFlux) for Fortune 1000 leaders incl. P&G, HSBC, Visa, Walmart; built a global AI ISV network (AI/MLOps/LLMOps).
- **Google Cloud — Partner GTM & AI Ecosystem Leader:** orchestrated the NVIDIA–GCP alliance for GPU AI workloads; built the partner ROI framework behind partner-sourced revenue; executive briefings on AI/ML strategy; scaled seller enablement.

- **CleverTap — Chief Alliance & Partnership Officer:** scaled the partner network across APAC/EMEA/LATAM; pipeline uplift and ARR growth.
- **KloudData — Chief Business Officer:** pivoted the company to AI-as-a-Service, improving account retention; sourced most new business.

BOARD AND ADVISOR VALUE PROPOSITION

- **The AI Operating Partner offer:** AI due diligence, portfolio value creation and governed agentic transformation for boards, PE/VC firms and portfolio companies — board-level KPI frameworks for AI revenue velocity and responsible-AI governance, delivered through a remote operating model.
- **Capital formation:** Raised institutional capital, including NYSE-listed issuance.
- **IPOs & liquidity:** Built regulated exchanges (MCX, IEX) and took them public; exits and liquidity events across ventures and investments.
- **Regulated markets:** Built exchange ecosystems across India, Singapore, Dubai, and Africa; navigated SEBI, RBI, SEC & FCA regimes.
- **Company building:** Co-founded MoConDi ($100M exit) and eComLive ($250M exit); 3 startups, 2 exits.

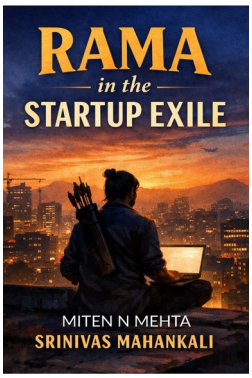
PUBLICATIONS — AUTHOR OF 3 BOOKS



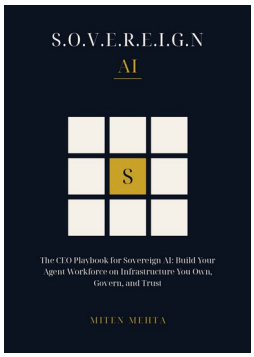
Trust in the Age of Agentic AI Economy
The C-suite playbook for building trusted AI systems in the agentic economy.
Get the book →



Product Management in the Agentic AI Era
From product strategy to intelligent enterprise orchestration; Product-Market-Trust Fit and the AI Flywheel.
Get the book →



Rama in the Startup Exile
A narrative on exile, resilience, and return through the modern startup journey (Notion Press).
Get the book →



S.O.V.E.R.E.I.G.N AI
The CEO Playbook for Sovereign AI — build your agent workforce on infrastructure you own, govern, and trust.
Forthcoming

BOARDS, ADVISORY & EDUCATION

- **Boards & Advisory:** Board Member, KIIT Technology Business Incubator; Advisor — TiE, Alchemist, GSV Labs; Member — Xoogler, Stanford Angels. Investor/advisor across 30+ ventures in SaaS, fintech, payments, crypto and the creator economy, including PlaySpan (Visa), Hubilo, EthX, NuPay, FloxyPay, CopperWire and Koinbasket.
- **Adjunct Faculty,** KIIT University; shaping the industry narrative on agentic AI economics. Executive Education, Kellogg School of Management (Northwestern); B.E. (Electronics & Telecom), College of Engineering Pune (COEP).

WHAT LEADERS SAY

"Miten has come up with some remarkable ideas on how to build the trust infrastructure required for Agentic AI to move from experimentation to durable enterprise value."
— Puneet Chandok, President, Microsoft India