

SHRUTI RAJVANSHI

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Strategic Consulting • Market Intelligence • AI & Digital Inclusion • Stakeholder Engagement

PROFESSIONAL SUMMARY

Professional with 10+ years of experience across market intelligence, strategic consulting, stakeholder engagement, and business development, with exposure to technology-driven and data-centric industries. Has worked extensively on enterprise client management, proposal development, cross-functional coordination, and strategic growth initiatives across high-growth sectors. Experienced in engaging with diverse stakeholders, managing large accounts, and driving solution-oriented consulting engagements. Currently pursuing an Online MS in Computer Science (HCI) at Georgia Tech while independently researching AI safety, inclusive AI systems, and sociotechnical challenges in emerging digital ecosystems. Strong interest in AI governance, digital inclusion, public-sector innovation, and building collaborative technology ecosystems in India.

EDUCATION

MS (CS – HCI) — Online, Ongoing | Georgia Institute of Technology, Atlanta, USA 2023 – Present

MBA — Marketing & Finance | ICFAI Business School (IBS), Gurugram 2012 – 2014

B.Sc. (Hons.) — Computer Science | Delhi University 2009 – 2012

INDEPENDENT AI SAFETY & GOVERNANCE RESEARCH

Iterative Cross-Model Red Teaming (ICRT): Adversarial Evaluation of Frontier AI Safety

- Designed and executed structured cross-model adversarial evaluation frameworks involving frontier AI systems across high-risk domains.
- Analysed safety vulnerabilities, alignment breakdowns, and behavioural inconsistencies across LLMs using structured evaluation methodologies.
- Developed original scoring systems and comparative benchmarking approaches for AI safety assessment.
- Researched implications of adversarial prompting, semantic framing, and AI governance risks in real-world deployment contexts.

Bharat AI Index: Benchmarking LLMs Across Underrepresented Socio-Cultural Contexts

- Designed evaluation frameworks to assess AI systems across Indian and South Asian linguistic and cultural contexts.
- Conducted comparative benchmarking across multiple frontier AI models to evaluate cultural alignment, bias, and accessibility.
- Explored themes of digital inclusion, algorithmic exclusion, and Global South representation in AI ecosystems.
- Published analytical insights on equitable AI deployment and inclusive governance frameworks.

PROFESSIONAL EXPERIENCE

Associate Director — Central Growth Team | Market Xcel, India Jan'26 – Present

- Leading strategic growth, stakeholder engagement, and consulting initiatives across research and intelligence verticals.
- Managing enterprise client relationships and delivering strategic market intelligence solutions.
- Driving business development, proposal support, and cross-functional execution of consulting engagements.
- Supporting AI-driven market intelligence initiatives and technology-focused strategic advisory.

Technology Consultant | Shor Foundation, India

Sep'24 – Mar'25

- Led digital transformation initiatives including website architecture, SEO strategy, and operational workflow improvements.
- Supported technology implementation and digital outreach initiatives for community-focused programs.
- Managed event registration systems and digital engagement platforms.

Manager – Market Intelligence | GfK Nielsen India Pvt Ltd, Gurugram

Apr'21 – Dec'23

- Managed enterprise stakeholder relationships and delivered AI-powered market intelligence and strategic advisory solutions.
- Led business development initiatives including key account growth, client acquisition, and strategic consulting engagements.
- Analysed technology adoption trends, consumer behaviour, and competitive landscapes using AI-enabled research platforms.
- Collaborated with cross-functional teams to develop data-driven intelligence offerings and support strategic decision-making.

Manager – Pre-Sales | Tenon Group Companies, Gurugram

Oct'17 – Jun'20

- Prepared business proposals and RFP responses for enterprise and government projects.
- Engaged with government and corporate stakeholders on technology-driven security and automation solutions.
- Led strategic proposal development, stakeholder coordination, and business expansion initiatives.
- Supported regional business development and client relationship management activities.

Assistant Manager – Analytics | Tenon Group Companies, Gurugram

Apr'14 – Jun'16

- Conducted market assessments, business analysis, and competitor benchmarking for strategic decision-making.
- Worked closely with leadership teams on operational analytics, workflow optimisation, and profitability analysis.
- Served as PMO for ERP implementation and supported data-driven reporting initiatives.
- Led research and analysis projects related to international business expansion and operational efficiency.

PUBLICATIONS & MEDIA

From Convergence to Divergence: How AI is Reshaping Global Gaps

Published in *Economic Times Edge Insights*

<https://etedge-insights.com/technology/artificial-intelligence/from-convergence-to-divergence-how-ai-is-reshaping-global-gaps/>

From Control to Sovereignty: The Next Phase of the AI Race

Published in *FINS (Forum for Integrated National Security)*

<https://www.linkedin.com/feed/update/urn:li:activity:7447861705466019840/>

Guardrails for the Frontier: How AI Safety is Actually Being Built

Published in *The Blunt Times & CIO Tech Outlook*

<https://theblunttimes.in/guardrails-for-the-frontier-how-ai-safety-is-actually-being-built/63280/>

<https://www.ciotechoutlook.com/news/guardrails-for-the-frontier-how-ai-safety-is-actually-being-built-nid-14609-cid-64.html>

KEY SKILLS & AREAS OF EXPERTISE

AI Policy & Governance	Stakeholder Engagement & Ecosystem Development	Strategic Consulting & Market Intelligence
Business Development & Client Relationship Management	Proposal Development & RFP Management	AI Safety Research & Evaluation Frameworks
Cross-functional Project Execution	Technology Strategy & Digital Transformation	Research, Analytics & Competitive Intelligence

Languages: English (Fluent) • Hindi (Native)