

Syed Shoaib Roshan H

Chief-of-staff operator who turns strategy into shipped outcomes

Pune, India
+91-9080427564
syedroshan0901@gmail.com
linkedin.com/in/syed-shoaib-roshan-h

TAILORED FOR: FOUNDER HIRING CHIEF OF STAFF / FOUNDER'S OFFICE

SUMMARY

I've been the person founders lean on — Chief of Staff at one ESG company and Founder's Office Associate at another — orchestrating product, customer success, pre-sales and partnerships, and building the enablement engine that makes a small team punch above its weight.

WHAT I BRING

Cross-functional orchestration across product, CS, professional services and GTM.

Pre-sales and RFP engine that cut deal-prep from weeks to days.

Partnerships and enablement stood up across global markets.

An AI-native operating system (Skills · Agents · Hooks · Tasks) that scales founder leverage.

EXPERIENCE

Credibl ESG — Climate-Tech SaaS

Jan 2025 – Present

Founder's Office Associate (promoted from ESG Solutions & Strategy Manager) · Pune, India

Promoted into the Founder's Office; own GTM motion, pre-sales/solutioning and sales & partnerships enablement across global partners and customers.

Led product development sprints for AI-driven ESG modules enabling IFRS S1/S2 disclosures — climate-risk assessment, value-chain mapping, and risk/opportunity reporting.

Operated at the intersection of Customer Success, Professional Services and Product for high-value accounts, streamlining data management and reporting.

Built interactive carbon-footprint dashboards with SQL and Power BI; prototyped rapidly with Figma, Replit and Cursor.

Influenced \$100–150K+ of pipeline and closed business via an RFP-response engine, commercials and governance decks.

Oren — Climate-Tech SaaS

Sep 2024 – Jan 2025

Chief of Staff · Remote / India

Worked with founders to define product strategy and set the feature roadmap for an ESG analytics platform; created wireframes for benchmarking and goal-tracking.

Developed ESG supplier-scoring models from market research, iterating through customer feedback loops.

Built a custom analytics and FAQ engine for Sales and Customer Success.

Ran competitor analysis and market insights; supported founders in laying groundwork for fundraising.

StepChange — Climate-Tech SaaS

Nov 2023 – Sep 2024

Solutions & Strategy Associate · India

Developed net-zero strategies for clients — materiality analysis and life-cycle assessments — with dashboards aligned to GRI, SASB, CDP and the UN SDGs.

Enhanced platform features from user feedback with the product team, lifting engagement in ESG reporting.

Prepared advisory reports on EU CSRD and US SEC requirements, translating regulation into client action.

Draup — Talent Intelligence SaaS

Nov 2022 – Nov 2023

Associate Consultant · India

Delivered workforce-analytics solutions realising up to 30% talent cost savings for enterprise clients.

Engineered custom SQL and Python and built Power BI dashboards, cutting client time-to-value by 40%.

Led iterative user testing that fed the product-led growth of Draup's analytics offering.

McKinsey & Company

Jul 2021 – Nov 2022

Capabilities & Insights Analyst · India

Supported energy-sector consulting teams with primary/secondary research and Tableau dashboards.

Distilled complex research into concise, actionable insights for senior consultants in upstream oil & gas.

SKILLS

SQL · Python · Power BI · Tableau · Metabase · FastAPI · Figma ·
Replit · Cursor · JIRA · HubSpot · Salesforce · IFRS S1/S2 · TCFD ·
GHG Protocol · GRI / SASB / CDP · BRSR · ESRS / CSRD

CERTIFICATIONS

Sustainability & Climate Risk (GARP SCR),
2024
FSA Credential, Level 1
Certified ScrumMaster (CSM), 2022
Lean Six Sigma Black Belt, 2022

EDUCATION

B.Tech, Mechanical Engineering — Amrita School of Engineering, Coimbatore (GPA 8.00/10, 2021)

If you need a right-hand operator who ships, let's talk.