

Syed Shoaib Roshan H

Operator across product, customer and GTM in climate-tech SaaS

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TAILORED FOR: VC / INVESTOR

SUMMARY

A generalist operator who has influenced \$100–150K+ of new business and touched 50+ enterprise sustainability accounts — building IFRS-grade products, running the biggest customers, and driving GTM from the founder's office. The profile of someone you back or place in a portfolio company.

WHAT I BRING

- Commercial edge: \$100–150K+ influenced across pre-sales, partnerships and expansion.
- 0→1 instinct: Chief of Staff and Founder's Office seats, including fundraising groundwork.
- Market fluency: competitive intelligence and benchmarking that shaped both roadmap and GTM.
- Leverage: an AI-native workflow that lets one operator do the work of several.

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're backing or building in climate / ESG SaaS, I'm worth a conversation.