

# Gautam Munshi

CEO Redwood Algorithms, - Data Science Assets (Analytics/ Artificial Intelligence / Big Data Solutions ) for All

[munshi.gautam@redwoodassociates.in](mailto:munshi.gautam@redwoodassociates.in)

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## Summary

At Redwood we build algorithms to enable corporates and individuals to take better and sharper decisions . Our HR analytics solutions enables hiring managers to leverage sophisticated and customised algorithms to hire candidates who perform significantly better . As a company our mission is to ensure everyone has access to analytics knowledge and this we disseminate through our training division analytic training institute ([www.analyticstraining.in](http://www.analyticstraining.in)) . Over the past 6 years have trained more than 15,000 people across 200 organizations globally in sophisticated analytics techniques and tools . Our Digital Analytics Solutions have enabled SME's to scale up their online customer acquisition profitably.

We believe that using a combination of math and technology a lot of fairly complex decisions can be made better .

Specialties: Intelligent Algorithms , Decisioning Solutions , Entrepreneurship, Business Building

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## Experience

### **CEO at Redwood Associates**

April 2008 - Present

- Founded and continue to navigate Redwood Associates towards it's vision of enabling analytics based decisioning being available to all individuals and corporations . Key solutions are
- Digital Analytics Solutions to enable companies to acquire clients online
  - Healthcare Analytics Solutions to enable Hospitals to improve revenue cycle management
  - Consumer Finance Scorecarding
  - Analytics capability building solutions for organisations

### **Co Founder & CEO**

April 2008 - Present

- Founded and Pioneered Analytics Education
- Leading provider of analytics capability building programs for individuals and corporations

### **Head Production Analytics at Marketics**

August 2005 - March 2008 (2 years 8 months)

- Built from scratch and led a 40 member analytics delivery team servicing sales and marketing analytics for a Fortune 10 company

### **Regional Sales Manager - Credit Cards, WI at HSBC**

June 2004 - August 2005 (1 year 3 months)

- Headed Unsecured Loans/ Credit Cards Sales for HSBC in Western India
- Led a 2000+ member sales organisation
- Developed credit enabled sales tracking systems

### **Channel Development Manager - Credit Cards at Standard Chartered Bank**

June 2002 - July 2004 (2 years 2 months)

- Productivity and P &L responsibility for an in-house credit card acquisition channel

### **Asst. Manager - Business Intelligence Unit at Standard Chartered Bank**

June 2000 - June 2002 (2 years 1 month)

- Early members of the in-house Business Intelligence Unit of Stanchart
- Built automate dashboards / analytics score cards on SAS

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## Education

### **Faculty of Management Studies - University of Delhi**

MBA, Marketing , Finance, 1998 - 2000

### **St. Stephen's College**

Bachelor of Arts (BA) Hons, Economics, 1995 - 1998

**Activities and Societies:** Informal Discussion Group , Wildlife Society

### **St. James School**

High School, Computer Science, 1993 - 1995

### **St. Xavier's College**

Schooling, 1983 - 1993

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[Contact Gautam on LinkedIn](#)