TANMAY SHAH

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PROFESSIONAL SUMMARY

Strategy and product professional who builds applied AI products end to end, LSE-trained (MSc Management & Strategy, Distinction). Takes products from problem definition and product calls through code to launch, including an AI fitness app, an on-device AI meeting-notes app, a prediction-market analysis tool and an open-source trading bot. Background in technology advisory on AI/ML, cybersecurity and digital banking for banking and government clients, equity research and wealth management, and go-to-market for 10+ Web3 startups behind over $1 million in fundraises. Currently Head of Football Markets at XO Market and completing a PG Certificate in Forward Deployed AI Engineering.

EDUCATION

Indian Institute of Technology Roorkee — Online
PG Certificate in Forward Deployed AI Engineering (online, in progress) — Sep 2026 - Present

London School of Economics & Political Science (LSE) — London, UK
MSc Management & Strategy — Sep 2024 - Sep 2025
Distinction | GMAT Focus 655 (93rd percentile)
Select modules: Strategic Competitive Analysis, Firms & Markets in Emerging Economies, Behavioural Strategy.

Narsee Monjee Institute of Management Studies (NMIMS) — Mumbai, India
BSc Economics, Finance Specialisation — Jun 2019 - May 2022
Select modules: Financial Markets, Theories of Growth & Development, Psychology & Consumer Behaviour, Innovation.
Dissertation: Effect of Covid-19 on Investor Sentiment - comparative analysis of developed vs. emerging economies using time-series regression

PROFESSIONAL EXPERIENCE

XO Market — Remote
Head of Football Markets — Nov 2026 - Present
Prediction-market platform where users trade on the outcomes of real-world events.
- Lead the football category, deciding which fixtures and markets list each match week.
- Own match-day liquidity across live football markets.
- Drive growth of football trading on the platform.

DX Advantage Technologies — Remote (Dubai)
Associate Consultant — Feb 2026 - Jul 2026
Dubai-based technology advisory firm providing strategy, digital transformation, and technology advocacy services to banks, manufacturers, and smart cities across the MEA region.
- Produced research, strategic analysis, and client-ready decks for engagements spanning AI/ML risk models, cybersecurity, fintech, and blockchain/CBDCs.
- Supported presales and business development with pitch decks, capability proposals, and background research for large-bid discussions with BFSI, enterprise, and government clients.
- Synthesised complex technology topics into structured client briefs and thought-leadership content that turn emerging trends into actionable business implications.
- Acted as execution partner to the CEO, owning research workstreams, reporting pipelines, and cross-functional growth initiatives with minimal supervision.

360 ONE — Chennai, India
Wealth Management Analyst — Sep 2023 - Apr 2024
One of India's fastest-growing wealth management firms, managing assets across equity, debt, and alternative classes for HNI and UHNI clients.
- Developed a portfolio-tracking methodology that cut review turnaround time and raised measured client satisfaction by 8%.
- Prepared and delivered performance reports and investment memos to senior management, integrating macro and microeconomic analysis into every client touchpoint.
- Analysed equity, fixed-income, and alternative allocations for HNI and UHNI portfolios, feeding data-driven allocation decisions.
- Built and maintained long-term client relationships through structured discussions on asset allocation, tax efficiency, and wealth preservation.

360 ONE — Mumbai, India
Equity Research Analyst — Feb 2023 - Sep 2023
- Collaborated directly with the Chief Investment Officer on investment strategy for a fund exceeding $40 billion AUM, contributing research to high-stakes allocation decisions.
- Authored weekly capital-market updates and risk analyses for internal investment-committee briefings, distilling complex market dynamics into concise insights.

Web3 Freelancing / Solana Ecosystem Remote
Strategy & Market Consultant Jan 2022 - Jan 2023

- Advised 10+ early-stage blockchain startups on go-to-market strategy, token economics, community building, and capital-raise positioning.
- Designed financial models and investor pitch decks that supported over $1 million in successful fundraises across DeFi and NFT ventures.
- Built working expertise in DeFi protocols, Layer-1 and Layer-2 ecosystems, and the emerging CBDC landscape, later applied directly in blockchain and CBDC advisory engagements.
- Consulted on go-to-market and community strategy for Solana-based NFT and DeFi projects.

Moving HQ Remote
Technical Analysis Lead Jul-Nov 2021
Cryptocurrency-focused news and analysis startup.

- Led a team of 10 analysts producing crypto-market intelligence for 15,000+ readers, lifting audience engagement 25% through editorial restructuring and content-format testing.
- Designed and delivered financial-literacy workshops for 5,000+ students, turning macroeconomic and market concepts into accessible frameworks.

SELECTED PROJECTS

Forge - Built and shipped a live AI fitness and nutrition app that joins training, food and recovery; owned product, data model and iteration.

Quill - Built an on-device AI meeting-notes app for macOS with local transcription and speaker attribution, published on the Chrome Web Store as a privacy-first alternative to cloud tools.

PolymarketAI - Took over an early extension and turned it into a product: an analysis layer for Polymarket covering expected value, bet sizing and a scan for mispriced markets, shipped on the Chrome Web Store.

Funding-arb bot - Designed and open-sourced (MIT) a delta-neutral trading bot built around a risk engine; ran unattended for two months, with 393 passing tests and CI.

SeaMark Studio - Founded an Australian web studio and took it from positioning to a live ten-page site and first client delivery.

SKILLS

Analysis: Market Research, Competitive Analysis, Pitch Deck Development, Client Advisory

Domain: AI/ML (Applied), Cybersecurity Fundamentals, Blockchain/DeFi, CBDC & Digital Banking

Tools: Python (foundational), SQL (foundational), Microsoft Excel (Advanced), PowerPoint

CERTIFICATIONS

- Financial Markets, Yale University
- Financial Engineering & Risk Management, Columbia University
- Advanced Valuation & Strategy (M&A, PE & VC), Erasmus University

LEADERSHIP

- Finance Club Lead, NMIMS: Mentored 20+ students in equity analysis (DCF, comparable company analysis)
- Team Lead, Moving HQ: Managed cross-functional team of 10 analysts, audience of 15,000+ readers