

SUSHANT KUMAR

A curious entrepreneur driven to solve the impossible with technology & innovation

Executive Summary

Sushant is a **finance & strategy veteran, visionary biotech entrepreneur, inventor, and serial venture builder** with 22 years of cross-sector leadership spanning biotech, fintech, agritech, media, and automotive. Recognised for driving multi-million-dollar growth transformations across conglomerates and startups, he has navigated complete business evolutions—from large-scale manufacturing, farm mechanisation revolution and financial services innovation, to e-commerce expansion and, most recently, deep tech leadership.

Sushant thrives at the intersection of complexity and ambiguity, translating intricate technical mandates into scalable market wins. He notably pioneered and successfully commercialized a groundbreaking quantum physics and machine learning platform for early disease diagnostics, bridging clinical precision with commercial strategy. Alongside, he led inorganic growth through risk capital raising, mezzanine debt financing, acquisitions, divestures & joint venture deals

He is now open to strategy, consulting, corporate finance, product leadership, and board roles, helping scale high-impact ventures across biotech, healthcare, longevity, nutraceuticals, diagnostics, fintech, and agritech.

Core Competencies

Corporate Development Deal Execution: End-to-end JV formation & capitalisation, M&A, treasury, consortium debt finance & VC/PE equity mobilisation Capital Structuring: Complex financial modelling, mezzanine/project financing, multi-bank debt syndications	Product Strategy & launch Product roadmap authorship, data & analytics architecture, positioning strategy, business model design, portfolio structure, and productivity optimisation	GTM & Commercial Strategy Go-to-market design, pricing architecture, funnel modeling (3x–5x), distribution strategy, platform licensing, international expansion, sales incentive design, strategic communications
Healthcare & Biotech Quantum physics & applied mathematics-driven early disease diagnostics, multi-omics + ML, microbiome & mitochondrial biotherapeutics, platform licensing, Pharma collaboration models, Therapeutics & nutraceuticals development	Advisory & Executive Leadership C-suite relationship management, multicultural team leadership (15+), board-level presentations, risk policy redesign, operational excellence, thought leadership (3 books, 100+ podcast episodes)	Frontier Technologies An end-to-end AI stack spanning 100 Bn+ cellular data points, biologically-informed feature engineering & proprietary trained ML models.HIPAA-compliant & delivered via APIs to clinicians, patients & healthtech companies

Selected Impact Metrics

\$900 Mn+ Loan Portfolio Managed	37.8% Strategic Cost Savings	3X over 5 year period Revenue Growth	10,000 lives impacted Early disease diagnostics impact	2 JV Finance Cos Setup & capitalisation
--	--	--	--	---

Entrepreneurial Journey & Deep Tech Breakthroughs

Founder & Chief Executive Officer · 2019 – Present| [Genefitletics](#) | New Delhi, India

- **Founded & Scaled Deep-Tech Venture:** Successfully raised pre-seed funding at a \$1M valuation to build a precision predictive diagnostics platform for chronic diseases and oncology; selected for incubation at IIM Udaipur.
- **Pioneered Quantum physics + ML Platform:** Engineered India’s first patent-pending multiomics platform fusing quantum physics, microbial metabolomics, bioenergetics, and machine learning for pre-clinical detection of cardiometabolic conditions, periodontal disease, and oral cancer.
- **Engineered Enterprise Computational Engine:** Developed and commercialized scalable analytical pipelines processing 100B+ molecular data points across the gut +oral microbiome, and mitochondrial functions to generate over 10,000 actionable pathways at rate of 1000 samples/3 min
- **Commercialized Novel Therapeutics:** Structured and launched India’s first regenerative therapeutics framework specifically targeting disease-causing cellular pathways
- **Topline Growth:** Scaled revenue to \$100K cumulative at 4 year 38% CAGR with 43% D2C retention rate via strong product-market execution
- **Expanded International B2B Licensing:** Executed a global expansion strategy into Singapore, onboarding 2 key distribution partners that contributed to 32% of top line.
- **Led Clinical Validation & R&D:** Led 8 internal validation studies on early metabolic disease detection, oral cancer screening, and biological age
- **IP Leadership & Team Builder:** Co-developed and owns high-barrier patent-pending IP while leading cross-functional teams of computational biologists, data scientists, and clinical researchers

Corporate Strategy, Finance & Commercial Leadership Career

Strategy & Finance Leadership Roles · Auto, Farm Equipment, Healthcare, Financial Services, Media · 2000 – 2019

Strategic Growth & Capital Structuring(Farm Equipment, Automotive, Financial Services)

- **Growth Strategy & Revenue Scale:** Spearheaded multi-million-dollar organic and inorganic growth transformations for top-tier auto & farm equipment conglomerates across complex domestic and international markets, registering 63% topline growth.
- **Innovative Capital Structuring:** Designed, negotiated, and closed the farm equipment sector's first \$20M off-balance-sheet financing transaction via a 30+ bank/FI consortium, unlocking a 39.5% 3-year revenue expansion.
- **Treasury Management:** Syndicated \$500M in revolving credit, project finance, mezzanine debt, and term loans—reducing interest costs by 2.5%—to fund international expansion and build a new tractor manufacturing facility.
- **Structured Trade Finance:** Negotiated an insurance-wrapped \$50M factoring lines with 10% lower surrogate security.

Joint Ventures, M&A & Business Development(Farm Equipment, Automotive, Media & Entertainment)

- **Asset Finance JVs:** Orchestrated the end-to-end setup and capitalisation of 2 captive joint-venture asset finance companies, covering regulatory approvals, deal structuring, policy design, product development, and operational integration.
- **M&A & Restructuring:** Structured, negotiated, and executed numerous M&A and corporate restructuring transactions across the automotive, healthcare, media & entertainment and farm equipment industries.
- **New Business Setup:** Founded and led a category-defining supply chain financing division, building a \$200M loan portfolio across 200 dealers and 50+ vendors that delivered a 5.5% net income yield and cut payable financing costs by 1.5%.
- **Equity Deals:** Modelled key international projects, including a \$10M leveraged buyout of a Tanzanian cancer hospital project and a 5% divestment deal to establish a foreign tractor manufacturing plant.

Portfolio Execution & Commercial Strategy(Farm Equipment, Automotive, Financial Services Media & Entertainment)

- **Product Commercialization:** Developed and launched a farm equipment consumer financing product with 22% weighted IRR.
- **Portfolio Management:** Managed a \$550M net exposure portfolio for 14K loan contracts with 23% delinquencies reduction
- **GTM Execution:** Expanded loan book size by 18% over 4 years by designing and deploying \$25M in subvention programs.
- **Global Content Distribution:** Engineered content licensing and distribution partnerships with international providers, securing a favourable 30% revenue share to optimize cross-border monetisation and market penetration.

Education

- **MBA — Corporate Finance, Strategy & Innovation** · IE Business School, Madrid, Spain (2013) — Distinguished Alumni

Awards, Honors & Global Recognition

- **Outstanding Alumni Award (Medical Research)** — BCES Vidya Utsav 4.0, BBPS Brij Vihar (Feb 2026)
- **Best Healthtech Startup of the Year** — BioStartUps Founders Investors Forum (FiF) (2025)
- **Biotech CEO of the Year & Chronic Illness Prevention R&D Biotech Company of the Year** — Global Health & Pharma(2024)
- **Most Visionary Autoimmunity Research CEO (India)** — Acquisition International (2023)
- **Top 10 Most Promising Life Science Startups** — Silicon India (2021)
- **Most Impactful Leaders in Pharma & BioTech** — The Business Fame (2021)

Publications & Thought Leadership

Published Books

- **Know Your Body** — Primer on body composition, human metabolism, and biochemistry
- **Your Unique Microbiome: GPS for Better Health & Longevity** — Translates gut microbiology and gene expression into actionable strategy
- **Biohack Your Fitness** — Evidence-based guide linking biophysics, metabolic conditioning, and longevity

Media & Podcasts

- **Podcast Host:** The Living Algorithm / Genefitletics Health Podcast — bioenergetics and systemic inflammatory disease pathways.
- **Featured Expert:** Regular commentary in The Economic Times, Health world, BioSpectrum India, NutraIngredients Asia.