

Rohith Sampathi

Chief of Staff | VP Strategic Operations | CMO | Strategic Advisor

CONTACT

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PROFESSIONAL SUMMARY

Strategic Advisor and Growth Operator with 10+ years of experience scaling ventures across high-stakes industries—AI, real estate, aquaculture, and market intelligence. Built India's largest aqua farmer network, executed GTM for luxury real estate and land-tech, and developed AI-powered systems for HNWLs. Expert in product-market fit execution, cross-functional strategy, and founder-level decision support.

EXPERIENCE

Founder & CEO (Dec 2017-Present)

Montaigne Smart Business Solutions Private Limited

June 2022-Present: Strategic AI Products & Advisory

- Built **HNWI Chronicles**, a real-time AI intelligence platform tracking capital, behavior, and market shifts across luxury assets.
- Led GTM for **Luxofy Realty** (₹15Cr+ in luxury real estate sales) and **1Acre.in** (scaled to 5,000+ verified listings across 6 Indian states; 500 Paid Premium Users in 2 months).
- Created embedded workflows and strategic systems for founder teams in premium markets.

Dec 2017- Sep 2020: Strategic Consulting (Early Phase)

- Developed proprietary frameworks like **Market Unwinded** for decision-makers in Agritech, FoodTech, Semiconductors, Aerospace, EV and HealthTech.
- Advised zero-to-one scale-up in fintech, Market Research, SAAS, Edtech and high-value B2B ventures.

- Designed an AI-powered assistant Lead Mirror for marketers to optimize ad spend using predictive analytics.
- Translated fragmented data into actionable go to market strategy for over 12 mid-sized clients.

Chief Strategy Officer (Sep 2020-May 2022)

Matrix Sea Foods India Limited

- Launched Royye Raju, India's largest shrimp farmer helpline and community (70K+ verified users).
- Scaled franchise and outreach model to cover 85% of India's target aqua market.
- Led certification programs via MAAARC and built digital infrastructure for farmer engagement.
- Set up the company's intelligence backbone—tracking global nutrition trends and emerging demand.
- Launched Mana Feed, a functional shrimp feed in India. Expanded dealer footprint from 10 to 250+ within six months.
- Built investor-grade business decks and analytical models for human and animal nutrition lines
- Line Produced & Directed 30-60 min programs around aquaculture sector challenges on Prime 9 News Channel..
- On-ground journalism role—deep empathy-led interviews with farmers, experts, and regulators. Bridged mass media and grassroots problem-solving.

Research & Marketing Lead (Mar 2015-Nov 2017)

Mordor Intelligence LLP

- Led market research across Automotive, Aerospace, Defense, Agriculture, Food & Beverages, Animal Nutrition, and Machinery sectors. Published industry insights used by Fortune 500 firms.
 - Built and executed the company's foundational digital marketing engine—SEO, CRM, SEM, and content. Represented the company as Knowledge Partner in Dubai Air Expo 2017
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EDUCATION

- **LLB, Law** – Osmania University (2020-2023)
- **M.Tech, Biotechnology** – JNTU (2012-2014)
- **B.Tech, Biotechnology** – Sreenidhi Institute (2008-2012)

SKILLS & CERTIFICATIONS

- **Skills:** Strategic Thinking, GTM Strategy, AI Product Design, Market Intelligence, Founder Coaching, Product-Market Fit
- **Certifications:** Lean Six Sigma Green Belt
- **Languages:** English, Hindi, Telugu

PUBLICATIONS & RECOGNITION

- Featured in *Encyclopedia of Aluminium and Its Alloys* (die casting research)
- Driven Democracy App with 40K+ registered users in 3 weeks
- Developed high-engagement mobile apps in aquaculture (3.5 hr avg daily usage)
- Mentored Asia Youngest Data Scientist Pilli Siddharth.

Exploring roles in Founder's Office, Strategic Ops, and GTM, where clarity and execution matter most.