

Arvind Vaitheeswaran

Member of Strategy & Operations Staff

Seattle, WA, United States | [LinkedIn](#)

Strategy and operations leader with experience scaling businesses at OpenAI, Statsig, McKinsey, Amazon, and Uber across product, commercialization, and go-to-market challenges.

EXPERIENCE

Member of Strategy & Operations Staff

OpenAI

Dec 2025 — Present

Seattle, Washington, United States

Advising GTM leadership on growth and commercialization across cybersecurity, new products, international expansion and product packaging. Built and led OpenAI's BizOps, Strategy & Consulting Codex offerings, launching enterprise alphas and translating customer feedback into product requirements. Led strategic customer research for AI model development with major enterprises to study and improve knowledge work outcomes.

Strategy & Business Operations Lead

Statsig

Apr 2025 — Dec 2025

Seattle, Washington, United States

Shifted company to usage-based billing, increasing new logo acquisition and product consumption. Led partnerships with major cloud platforms enabling co-sell efforts that resulted in 40% pipeline increase. Spearheaded international marketing initiatives, driving over 15% growth in lead generation while reducing costs by more than 25%.

Strategy Consulting

McKinsey & Company

Aug 2021 — Feb 2025

Chicago, Illinois, United States

Delivered \$100M margin improvement for F500 automotive client by redesigning assembly line and prioritizing sales channels. Built \$5B business case and operationalized electric vehicle business launch covering strategy, operations, manufacturing, GTM, pricing, talent and fundraising. Led centralization of construction permit process at major US telco, achieving 40% improvement in approvals and enabling 50x project volume increase. Structured deal to commercialize battery technology reducing EV production costs by 5%. Conducted commercial diagnostics identifying \$25M incremental EBITDA opportunities and revamped field force organization for F500 hardware company generating \$15M gross margin impact. Authored research on AI evolution through 2028 and implications for corporate talent and organization.

Senior Product Manager

Amazon

Jun 2020 — Aug 2020

Luxembourg

Led build and launch of tech platform enabling 100k+ global vendors and sellers to increase operational efficiency and revenue through enhanced visibility into operational defects and resolution insights.

Fellow (ODF4)

On Deck

Jan 2020 — Jan 2020

Founders Fellowship - learnt various aspects of starting up and company building with an incredible community

BizOps, Strategy and Product

Uber

Jun 2015 — Aug 2019

Bangalore, India / Colombo, Sri Lanka / San Francisco, USA

Identified and resolved 100+ operational gaps across APAC region, reducing regulatory and safety risk by over 50% through product and process improvements. Identified product risks in North America, preventing over \$100M in potential fines. Launched business in 5 cities across 2 countries with over 50% monthly growth and #1 market position within 12 months. Developed business case for UberAuto, which became fastest-growing product segment globally generating over \$1B revenue with over 100% YoY growth. Built and led competitive intelligence team developing processes to surface competitor insights, contributing to over \$125M market share and profitability gains. Managed \$x00M regional P&L with focus on growth and marketplace optimization, leading 500+ A/B tests that increased annual revenue by over \$50M.

Research

Indian Institute of Science

Jan 2014 — Jan 2015

Bangalore, India

Conducted research as part of a team building a portable water filtration and purification tech startup

EDUCATION

Northwestern University - Kellogg School of Management

Master of Business Administration - MBA

Sep 2019 — Jun 2021

Community Service Award, Student Leadership Award, Kellogg Scholarship, Mahindra Scholarship, multiple case competition wins

B. M. S. College of Engineering

Bachelor's Degree in Chemical Engineering

Sep 2011 — Jun 2015

First Class with Distinction; 4x winner of India's largest university-level quiz and trivia competition on science and technology

The Frank Anthony Public School, Bangalore

High School in Science, Indian School Certificate

Activities and societies: Leadership roles - Quiz Club, Literary Club

PROJECTS

Study of Fractal Growth in a Microchannel

Worked at the Flexible Electronics Laboratory, Dept. of Instrumentation and Applied Physics, Indian Institute of Science, Bengaluru.

CERTIFICATIONS

INSEAD Product Games Case Competition, INSEAD, Singapore Nov 2019

KC Mahindra Scholarship for Post Graduate Studies Abroad, KC Mahindra Education Trust Aug 2019

Asia Innovation & Entrepreneurship Innovation Programme, National University of Singapore, Tsinghua University - Beijing, Indian School of Business Jul 2016

Best Project Award, Indian Institute of Chemical Engineers (IChE) May 2015

Young India Fellowship, Ashoka University May 2015

Young Leaders Program, Indian School of Business Nov 2014

Outstanding Contribution to Quizzing, The Frank Anthony Public School, Bangalore

Quizzes,

TAPMI Quiz on the Beach - International Champion, TA Pai Management Institute

TCS Tech Bytes, Tata Consultancy Services, and Board of IT Education Standards, Govt of Karnataka

SKILLS

Interpersonal Skills · Business Insights · Teamwork · SQL · Microsoft Excel · Leadership · Public Speaking · Microsoft Office · C · C++ · Microsoft Word · PowerPoint · Matlab · Java · Quiz · Presentations · Research · Social Media · Customer Service · Chemical Engineering · R · Python · Stata · Tableau · Looker · strategy · product management · go-to-market · operations · business case development · pricing · organizational design · competitive intelligence · A/B testing · marketplace optimization · regulatory compliance · commercial diagnostics