

Stephen Raj

Strategic Partner & Business Consultant

Bengaluru, India | [LinkedIn](#)

Technology strategy leader with 8+ years building AI-led transformation programs and scaling revenue across BPO, healthcare, BFSI, and retail. Track record of generating ₹10 crore in new revenue, structuring ₹100 crore pre-seed raises, and closing \$50M in APAC deals.

EXPERIENCE

Head of APAC – Growth & Strategic Partnerships

Sep 2026 — Present

Aita *Bilbao, Basque Country, Spain*

Leading AITA's growth and expansion across the Asia-Pacific region, with a mandate to build strategic relationships, develop new markets, drive enterprise opportunities and establish scalable commercial partnerships across key APAC markets.

My focus is on translating AITA's capabilities into strong regional market opportunities by combining strategic business development, ecosystem partnerships and market-led go-to-market execution.

Key areas of focus:

- APAC Market Expansion – Identifying priority markets, industries and high-value opportunities while developing market-entry and regional expansion strategies.
- Strategic Partnerships – Building relationships with enterprises, technology companies, channel partners, industry organizations and ecosystem leaders to create long-term strategic value.
- Enterprise Growth – Developing high-value accounts, engaging senior decision-makers and converting relationships into commercial opportunities and long-term partnerships.
- Go-to-Market Strategy – Creating market-specific propositions, partnership models and acquisition strategies designed to establish repeatable and scalable growth across APAC.
- Revenue & Business Development – Building multiple revenue channels through direct enterprise engagement, strategic alliances, channel development and ecosystem-led opportunities.
- Regional Ecosystem Development – Connecting AITA with the right organizations, decision-makers and strategic networks to accelerate market access and strengthen its regional presence.
- Executive Stakeholder Engagement – Working closely with founders, CEOs, CXOs and strategic partners to identify opportunities, structure collaborations and create mutually beneficial outcomes.

The broader objective is to help establish AITA as a strong and scalable regional platform across APAC, supported by strategic partnerships, enterprise adoption, market credibility and sustainable commercial growth.

Strategic Partner & Business consultant

Sep 2025 — Present

Matrix360 Consulting *Bengaluru, Karnataka, India*

Repositioned Matrix360 as an AI-first advisory platform by integrating Agentic AI and Generative AI into consulting delivery. Contributed to raising ₹100 crore in pre-seed funding through investor narrative structuring and VC engagement. Built a 150+ consultant network in under 30 days and co-designed AI-driven software platforms targeting disruption of traditional consulting models.

Partner

Aug 2025 — Present

fonio.ai *APAC*

As Partner – APAC at fonio.ai, I focus on driving strategic growth, market expansion, partnerships, and enterprise adoption across the Asia-Pacific region. My role is centered on identifying high-value opportunities, building relationships with enterprises and technology ecosystems, developing channel and strategic partnerships, and creating scalable go-to-market pathways for AI-powered solutions.

With experience across technology, SaaS, business development, digital transformation, and strategic partnerships, I work at the intersection of technology and commercial growth. My focus includes opening new markets, developing enterprise pipelines, engaging decision-makers, establishing regional partnerships, and converting strategic opportunities into long-term business relationships.

Across APAC, I aim to help fonio.ai establish a strong regional presence by connecting the company with enterprises, technology partners, system integrators, channel partners, and strategic stakeholders across India, Southeast Asia, ANZ, and broader APAC markets.

Key focus areas include:

- APAC market entry and expansion
- Strategic partnerships and channel development
- Enterprise business development and sales
- AI and voice technology adoption
- Go-to-market strategy and regional representation
- Strategic account development and deal origination
- Technology ecosystem partnerships
- Revenue pipeline development and commercial growth
- Cross-border business development

My objective is to position fonio.ai as a high-impact AI technology partner across APAC while creating sustainable revenue opportunities, strategic alliances, and a scalable regional growth engine.

Chief Executive Officer

Allurecent software solutions

Scaled technology services vertical to ₹10 crore revenue in 10 months by packaging AI, AR/VR, and cloud transformation for Real Estate, Healthcare, BPO, and Retail. Closed three global technology alliances with EY, Symphony Solutions, and Steadman & Chase unlocking Fortune 500 access. Deployed AI/ML analytics platforms improving operational efficiency by 30% and modernized IT infrastructure for 5000-seat BPO operation achieving 99.9% uptime and 25% SLA compliance improvement. Launched Fractional CTO model reducing client hiring timelines by 40%.

Aug 2024 — Dec 2023

Bengaluru, Karnataka, India

Country Head – APAC

Mezzarion

Generated \$50M in APAC revenue by structuring and closing strategic deals across commodities, trade, and supply chain. Built a \$150M opportunity pipeline across government agencies, logistics groups, and mining companies. Designed the APAC operating model including regulatory compliance frameworks and cross-border enterprise documentation standards.

Apr 2023 — Present

India / Singapore / Australia / Indonesia

Operations Team Lead

Firstsource Solutions

Managed sales operations delivery for multi-member teams, setting performance standards and designing workflow structures. Applied Lean Six Sigma methodology to identify and remove process inefficiencies, improving delivery consistency and customer satisfaction. Conducted behavioral and output analysis to translate performance data into targeted coaching and operational adjustments.

Nov 2020 — Dec 2021

Bengaluru, Karnataka, India

EDUCATION

Jain (Deemed-to-be University)

Bachelor of Commerce - BCom in Business/Corporate Communications

During my B.Com studies at Jain University, I developed a solid foundation in key areas of business, including accounting, finance, economics, and business management. My coursework and projects focused on applying theoretical knowledge to real-world scenarios, which strengthened my analytical and problem-solving skills. Additionally, I participated in collaborative projects and presentations, gaining experience in teamwork and effective communication within diverse groups. This academic background has been instrumental in building my understanding of core business principles and preparing me for professional challenges in the corporate world.

Jul 2018 — May 2021

Jain University

BCA – Computer Applications

Sep 2016 — Jun 2018

St Joseph's University

CEBA in Business Administration and Management, General

At St. Joseph's Pre-University, I built a strong foundation across computer science, business studies, economics, and accounting. My studies provided hands-on experience with coding fundamentals and data analysis, while deepening my understanding of business principles, economic theory, and financial practices. Through various projects and coursework, I enhanced my analytical and critical thinking skills, developed a problem-solving mindset, and learned to approach challenges from a multi-disciplinary perspective. This background has equipped me with a versatile skill set, ready to support data-driven and strategic decision-making in dynamic business environment.

May 2016 — Jun 2018

Mt Madonna High School

Schooling

Jan 2006 — Apr 2016

National Institute of Business Management (NIBM) Global

Master of Business Administration - MBA in Operations management and HRM

As part of my journey at NIBM, I had the opportunity to actively engage in operations management and HRM initiatives. From streamlining workflows to improve operational efficiency to implementing HR strategies focused on talent acquisition and employee development, these experiences have enriched my understanding of both fields. I've gained practical insights into optimizing resources, enhancing team performance, and fostering a workplace culture that drives productivity. This hands-on exposure has equipped me with a strong foundation to apply strategic solutions that support organizational goals and drive sustainable growth.

Jun 2023

PROJECTS

Auto snap

AutoSnap is an AI-driven vehicle inspection and resale platform designed to simplify the car buying, selling, and evaluation journey for both individuals and dealerships. Developed by AllureCent Software Solutions, the platform seamlessly blends image recognition, real-time pricing intelligence, and digital workflows—empowering users to conduct vehicle assessments, generate instant quotes, and list vehicles on partner marketplaces with minimal friction.

As the lead strategist and technology partner, I guided the complete development cycle of AutoSnap—from conceptualization and UI/UX design to backend logic and marketplace integrations.

The platform's tech stack included Flutter for cross-platform mobile app development, Node.js and Python for backend and AI engine operations, Firebase for real-time communication, and MongoDB for scalable data storage. At its core, AutoSnap's AI Visual Inspector uses computer vision algorithms to detect dents, scratches, tire wear, and windshield

cracks from uploaded photos—scoring the vehicle’s condition within seconds.

Buyers and sellers benefit from a transparent Dynamic Pricing Engine powered by real-time market data, which calculates the fair market value of a vehicle based on model, age, condition, location, and demand trends. Users can instantly accept offers, negotiate, or list their vehicles on connected third-party platforms, including OLX, CarTrade, and Droom.

A Dealer Dashboard gives used car dealers access to pre-verified leads, instant bidding opportunities, and stock planning tools, while individual users enjoy guided inspections, pickup scheduling, and document digitization—all within the app. Since its launch, AutoSnap has processed over 50,000+ vehicle inspections, reduced the average resale timeline by 45%, and improved closing rates by 60% for partner dealerships. It stands as a transformative solution in the pre-owned auto sector—bridging automation with trust in an industry long driven by manual processes.

Autopilot io

Autopilot IO is an AI-driven automation platform developed to streamline operational workflows and optimize decision-making across enterprise environments. As the project lead at AllureCent Software Solutions, I was responsible for end-to-end architecture, design, and deployment of the system, which integrates real-time data analytics, machine learning models, and intelligent triggers to remove manual dependencies from business processes.

The core objective was to enable teams to operate at scale with minimal human intervention. Autopilot IO is equipped with features like process mapping, task orchestration, automated notifications, and AI-powered recommendations. It supports integration with a wide range of third-party tools, including CRMs, ERP systems, cloud storage, and communication platforms, ensuring adaptability in diverse enterprise ecosystems.

Key technologies used include Python, Node.js, React Native, TensorFlow, Firebase, and RESTful APIs. The backend infrastructure is hosted on AWS using a microservices architecture to allow for modular scaling and faster deployments.

Special attention was given to cybersecurity protocols and data encryption to ensure enterprise-grade compliance.

This project also included the development of a user-friendly dashboard that provides insights into system health, automation performance, and actionable analytics — helping businesses stay in control while reducing costs and operational delays.

Autopilot IO is currently live and in active use by several clients in the logistics, finance, and retail sectors. The solution has improved task efficiency by over 40% and reduced manual error rates significantly, aligning with our long-term vision of frictionless digital transformation.

CERTIFICATIONS

Project managemt , IBM iX	Aug 2024
Lean six sigma , Firstsource	Jun 2024
PMP® Certification Training Course , Management & Strategy Institute	Jun 2024
Retention warrior , Issued by Firstsource solutions	May 2024
Principles of management , Indian Institute of Technology, Roorkee	May 2024
Human resource management , Brentwood Open Learning College	May 2024
Inclusive leadership : collaborating for professional development , The Open University Business School	May 2024
Risk management in financial sector , TCS	May 2024
Supply chain management , European Open University	May 2024
FMEA procedure , European Open University	Apr 2024
The scrum master , LearnTube.ai	Apr 2024
Diploma in international finance , European Open University	Apr 2024
Diploma in operations management , Alison	Apr 2024
Agile Project Management Certifications , Alison	Mar 2024
Retention warrior , Issued by First source	Jan 2024
Lean six sigma , Udemy	Nov 2023
Retention amplified , Firstsource	Sep 2023
Emerging leader certification , Firstsource	Oct 2022
AllureCent Launches Fractional CTO Services to Empower India’s Entrepreneurs with Strategic Tech Leadership,	
Transform your business with Allurecent software solutions,	

SKILLS

iX Hello™ · fonio · Business Consulting · Agile Methodologies · Medilink · Ovex Business Process Outsourcing (BPO) · Start-up Leadership · Operational Planning · New Business Development · Entrepreneurship · Start-up Ventures · PHP · Business Ownership · Leadership Development · Founder · CEO Succession · Strategic Planning · Contact Centers · Policies & Procedures · Leadership · Market Entry Strategy · Revenue Architecture · P&L Ownership · Operating Model Design · Go-to-Market Execution · Strategic Partnerships · AI/ML Platform Development · Predictive Analytics · AR/VR Solutions · RPA · Automation · AWS · Azure · GCP · IoT Systems · Enterprise IT Governance · BPO Operations · CISO-aligned Security · GDPR · HIPAA · ISO Compliance · Disaster Recovery · Cross-border Deal Structuring · APAC Expansion · Investor Relations · Pre-seed Capital Raising · Stakeholder Alignment · Lean Six Sigma · Scrum · FMEA