

SIDDHARTHA CHATURVEDI

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SUMMARY

Life sciences Product Builder and 2x founder with 15+ years deploying advanced AI in biotechnology, pharmaceutical, and clinical research markets globally. Proven ability to shape category-defining generative AI solutions, navigate complex integrations in regulated environments, and scale adoption across biotech startups, global pharma, CROs, and scientific software providers. Experienced in architecting global GTM playbooks, deeply fluent across North America, EMEA, and India.

PROFESSIONAL EXPERIENCE

BIOMEDSEARCH.AI | Founder, 2025 – Present

Product Vision & Development:

- **Product Strategy:** Founded a multi-model, multi-modal AI platform integrating scientific papers, patents, omics, and clinical trials to accelerate search to insight pipelines from days to minutes
- **Rapid Product Development:** Rapidly developed MVP within two days of inception, implementing customer feedback loops and iterative development processes
- **Strategic Partnerships:** Initiated advanced partnership conversations with two international universities and three pre-seed venture funds (US & UK)
- **Product Innovation:** Architected an innovative human-in-the-loop business model leveraging immutable hyper-ledgers to ensure state of the art confidence and reproducibility of scientific workflows

MICROSOFT | Director, Strategic Missions & Technologies (Life Sciences & Healthcare), 2019 – 2025

Life Sciences Product Strategy & GTM:

- **Product Portfolio Leadership:** Led global GTM strategy across biotech, pharma, and clinical research, achieving \$500M+ in AI-driven enterprise partnerships that accelerated drug discovery, clinical trials, and healthcare automation
- **Product Scale & Growth:** Designed and implemented global commercialization playbooks that drove 300% YoY growth of scientific AI workloads on Azure across North America, EMEA, APAC, and Japan

Scientific AI Product Development & Regulated Markets:

- **Product Launch & Scale:** Launched and scaled Microsoft Biomed Search, a specialized biomedical NLP platform, achieving global adoption by thousands of scientific users and 600K+ open-source downloads
- **Regulatory Product Guidance:** Guided product and research teams on regulatory compliance (FDA, EMA) for deploying AI in clinical and R&D contexts

Cross-functional Product Leadership:

- **Product Program Management:** Established Microsoft's AI for Health initiative (\$60M fund), overseeing grants for 150+ global scientific AI projects, aligning research, product, and GTM teams

MICROSOFT | Senior Manager, Partnerships (Life Sciences & AI), 2017 – 2019

Strategic Enterprise Product Partnerships:

- **Enterprise Product Integration:** Orchestrated partnerships transferring over 2.7PB of genomic and clinical data to Azure, driving \$100M+ revenue from biotech, pharma, and CRO customers
- **Strategic Product Collaboration:** Collaborated with the UK's NHS on £250M innovation initiative, embedding AI in clinical trial optimization and research workflows

Scientific ISV Ecosystem & Product Migration:

- **Technical Product Enablement:** Developed a technical enablement and ISV migration strategy, facilitating large-scale AWS-to-Azure migrations for genomic analytics and computational chemistry platforms, including the first Nextflow on Azure instance

MICROSOFT | Partner Business Evangelist, Developer Experience, 2016 – 2017

Developer Product Strategy:

- **Developer-Focused Product Design:** Created technical product experiences (genomics hackathons, scientific computing boot camps) reducing complex workflow onboarding time by 40%
- **Product Feedback Integration:** Established developer feedback loops and incorporated user insights into product roadmap prioritization

TATHAASTU SOCIAL INITIATIVE (INDIA) | Co-Founder & Product Lead, 2013 – 2014

Healthcare AI Product Development:

- **Product Innovation:** Built and launched predictive AI models for rural healthcare delivery, recognized by MIT as Top 50 global health innovation
- **Product-Market Translation:** Successfully translated research findings into actionable clinical product features and user experiences

CORE COMPETENCIES

- **Product Building & Leadership:** Full product lifecycle, customer working backwards, cross-functional team leadership, founder mindset
- **Domain Expertise:** Life Sciences, Biotech, Pharma, Clinical Research, Scientific Software, Bioinformatics (Nextflow)
- **AI/ML Product Development:** Generative AI, LLMs, Multi-modal ML Pipelines, Scientific NLP, Regulated AI Deployment
- **GTM & Commercialization:** Enterprise SaaS GTM, Global Market Entry, Product Positioning, Revenue Growth
- **Technical Fluency:** Engineering collaboration, technical architecture decisions, regulatory compliance (FDA/EMA)

EDUCATION & CERTIFICATIONS

- **MBA,** INSEAD
- **B.Tech,** Computer Science
- **Certifications:** Generative AI (DeepLearning.AI, Databricks), Life Sciences & Precision Medicine (Coursera)