



Anusha Vuyyuru

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Summary

Business Strategy professional with 8 years of experience across GTM strategy, pre-sales, growth operations, customer success and client project delivery. Skilled in scaling client engagements, driving CXO-level initiatives, leading global teams, and enabling cross-functional collaboration.

Professional Experience

Delivery Lead | Acuity Analytics | Gurgaon

- Oversaw delivery teams for 3 private equity client engagements, including project pipelines, client governance and reporting, deliverable quality, team's learning objectives, resource allocation and management.
- Expanded a key PE client engagement from 4 FTEs supporting a single region (UK) to 14 FTEs across the US, UK, Berlin, and Singapore, driving 2.5× billable growth in two years and 35-40% efficiency gains for the client.
- Helped in driving 4 pilot projects from Singapore & UK based PE clients into long term engagements.
- Worked closely with leadership to identify cross-sell & up-sell opportunities to grow the existing client engagement.
- Led initiatives in 2025 to improve proprietary Agentic AI products for Private Equity clientele and helped in repositioning Acuity as a tech-enabled analytics provider

Manager | Genpact | Remote (UK)

- Worked with C-suite to build G's Private Equity Practice as part of core founding team.
- Responsible for GTM strategic planning & execution, resulting in avg. 20 new deal opportunities into the pipeline per year.
- Supported in the growth of sales funnel from ~\$550m to ~1.4bn in annual pipeline value and from ~\$65m to ~\$170m in annual bookings over a span of 2 years
- Helped in establishing new service line for Genpact on M&A/carve-out offerings by building the business case by scoping and sizing the market need and opportunity.
- Established cross functional collaboration and governance mechanisms between PE team and Genpact vertical leaders across Healthcare, CPG, Retail, Insurance and TMT, to improve sales and delivery efficiency.
- Responsible for standardizing internal processes for the team and creating Board/CXO presentations for quarterly team reviews.

Assistant Manager | Genpact | Gurgaon

- Led Go-to-Market (GTM) strategy for European Manufacturing segment by identifying new opportunities in collaboration with onsite sales leaders.
- Introduced 2 new clients and \$143m in opportunity inflows to the pipeline —nearly twice given target in 2019.
- Supported the pipeline deals worth of ~\$1b annually through account planning initiatives.
- Enabled more than 20% improvement in win rates for the Europe Manufacturing segment through warm outreach campaigns, buyer persona mapping, industry trend analysis, and competitive benchmarking.
- Closely worked on “clients of the future” project for identifying 100 high-growth TMT targets that align with Genpact offerings.

Education

Post Grad Diploma in Liberal Studies (YIF) – Ashoka University | India

Bachelor of Technology – IIT Chennai | India

Accomplishments and Awards

- Received Most Valuable Player (MVP) Award in 2024 for exceptional performance at Acuity Analytics.
- Won 3rd place in the international innovation hackathon organized in 2021 by United Nations Global Innovation Lab for Sustainable Development Goals.
- Received Spotlight award in 2021 for driving initiatives to identify post-covid client value propositions at Genpact.
- Received Individual Extra-Miler Award in 2020 for overall exceptional performance at Genpact.
- Received Spotlight Award in 2019 for driving account planning for top 20 key accounts of European Manufacturing target segment at Genpact.