

Contact

3017928372 (Mobile)
sid.ghatak@gmail.com

www.linkedin.com/in/sidghatak
(LinkedIn)

Top Skills

Feature Engineering
Hedge Funds
Data Engineering

Languages

Spanish (Limited Working)
French (Limited Working)
English (Native or Bilingual)

Certifications

Anaplan Fundamentals and
Advanced
Certified OKRs Coach

Honors-Awards

Senior Fellow
2002 Consultant of the Year
2003 Consultant of the Year
2005 Implementation of the Year
State of Ohio All Star

Publications

Mastering Data Management and
Technology
Benefits of Digital and Analytics in
the Recycling Industry
How Digital and Analytics Can
Improve Clean Technologies
Spotlight on Digital Disruption: Data
Types
Essentials of Business Intelligence

Sid Ghatak

CEO and Founder @ Increase Alpha | Innovative Data Leader
McLean, Virginia, United States

Summary

Sid Ghatak is a distinguished leader in the field of Artificial Intelligence (AI) and Analytics, with over three decades of experience driving innovation and transformation in technology and business. A University of Michigan alumnus with postgraduate studies in Finance and Strategy from the University of Chicago, Sid has honed his expertise in data-driven decision making.

As the Director of the Data and Analytics Center of Excellence at the General Services Administration, Sid led initiatives that significantly enhanced governmental efficiency through data analytics. His entrepreneurial venture, Increase Alpha, showcases his prowess in AI, particularly with his pioneering Deep Learning Neural Network algorithm that notably outperformed US equity market benchmarks by almost 40% over the last two years in hypothetical tests.

Sid's influence extends to policy-making, evident in his crucial role in shaping the Executive Order on AI Safety and Trustworthiness at The White House. He co-authored the Federal Government's AI Maturity Model, setting a benchmark for AI adoption in the public sector. His work at Time Warner, leading to an 80% revenue increase through data strategies, exemplifies his ability to merge analytics with business growth.

A thought leader, Sid has contributed to AI and data monetization through publications and lectures. His educational endeavors include developing and teaching the Master's Certificate Program in Business Intelligence at Villanova University, further showcasing his commitment to nurturing future AI and analytics professionals.

Sid is a native English speaker and natural born US Citizen.

Experience

Increase Alpha
Chief Executive Officer
2024 - Present (1 year)
Washington DC-Baltimore Area

Founder and Chief Executive Officer of Increase Alpha, an AI technology firm that predicts equity prices through its proprietary non-LLM based Predictive Deep Learning solution.

Emerging from Stealth Mode in September 2025.

National Artificial Intelligence Association
Chief Technical Advisor
March 2025 - Present (7 months)
Washington, District of Columbia, United States

Technical Expert on Artificial Intelligence policy, solutions, deployment, and architecture.

Authored NAIA's first white paper "Modernizing the Code of Federal Regulations with AI: A Path to Simplicity and Clarity" advocating a robust and ethical way to use AI to streamline the US CFR.

PivotalEdge Capital, LLC
Chief Executive Officer
April 2024 - Present (1 year 6 months)
Washington DC-Baltimore Area

Founder and Chief Executive Officer of a leading-edge asset management firm utilizing proprietary Predictive Artificial Intelligence solutions to drive fully systematic trading strategy. Responsible for all aspects of the firm's activities including trade execution, strategy formulation, algorithm development, and idea generation.

GSA
Technology Strategist
May 2020 - February 2024 (3 years 10 months)
Washington, District of Columbia, United States

Serve as Senior Advisor to large scale, mission critical, transformation projects across the Federal Government. Contributed to the 2023 Executive Order on Artificial Intelligence governing how AI shall be deployed across the public sector. Co-author of the Artificial Intelligence Capability Maturity Model enabling the adoption of AI within the public sector. Thought leader

in leveraging and harnessing the power of data to support decision making capabilities and processes.

Independent Consultant

AI Architect

2004 - 2024 (20 years)

Washington D.C. Metro Area

- Served as Chief AI Architect for the Federal Energy Regulatory Commission. Responsible for crafting AI strategy across FERC and assessing the impact of AI on the US energy industry.
- Developed and deployed an analytics solution to every major global investment bank to run custom analyses on over 20 years of M&A transaction and fee data that influences over \$3 Trillion of transactions annually.
- Developed comprehensive campaign finance analytics solution for national political campaigns.
- Transformed a global education company's revenue model from a transaction to a subscription business model.
- Delivered \$6 million in annual savings, representing a cost reduction of 25%, by developing an integrated driver-based rolling forecast solution that consolidated 22 disjointed applications.
- Architected an enterprise-wide analytics and reporting solution for a Fortune 500 media company reducing costs by over 75%.
- Delivered efficiency gains of over 80% for a division of Time Warner by delivering a dynamic marketing planning application.
- Crafted the data and analytics vision, strategy, and roadmap for Fermilab and a leading auto manufacturer enabling it to monetize the data generated by autonomous vehicles.
- Developed the Master's Certificate Program in Business Intelligence for Villanova University as an Adjunct Professor and taught over 1,500 students.
- Trained 80 senior Finance officers of The Federal Reserve System on best practices in budgeting, planning, and forecasting.

OKRs.com

Certified OKRs Coach

January 2019 - May 2020 (1 year 5 months)

Global

Skilled and engaging Certified OKRs Coach enabling organizations around the world to execute on their strategy and mission through the adoption of OKRs. Experienced with companies of all sizes from high technology startups to multi-national Fortune 500 firms across a wide variety of industries including

financial services, manufacturing, consulting, consumer products, and non-profits.

Accenture

Analytics Subject Matter Expert

September 2015 - May 2020 (4 years 9 months)

Authored 43 courses for Accenture Academy. Topics included Analytics, Machine Learning, Big Data, Internet of Things, Data Governance, and Shared Service Centers.

1Rivet

Managing Director

2017 - 2019 (2 years)

Reston, VA

Leader of global Data and Analytics practice solving complex business challenges through the use of innovative technologies, including advanced data visualization, artificial intelligence and machine learning. We help clients transform their data into new products, services and capabilities, thereby developing true sustainable competitive advantage. Motivates team of seasoned delivery professionals, thought leaders and subject matter experts providing clients unsurpassed service and guidance.

Hobsons

Chief Information Officer

2012 - 2015 (3 years)

Washington D.C. Metro Area

Direct oversight of all internal business systems and processes for a rapidly growing high technology company in the education industry. Developed a metrics management process and system to support data driven decision making. Managed a team of over 50 project managers and developers, both internal staff and external consultants. Responsible for a \$3 million annual capital development budget. Delivered 20% cost reduction in operating expenses within the first year. Negotiated software license and professional services contracts with external vendors and partners.

Key Accomplishments:

- Led the implementation of a global ERP leveraging the Unit4 Agresso platform.
- Managed the deployment of a global CRM utilizing the Salesforce platform.
- Delivered a global subscription management solution utilizing Zuora.

- Deployed a Professional Services Automation application utilizing FinancialForce.com.
- Designed an enterprise-wide business intelligence strategy and solution utilizing Information Builders.
- Developed and maintained a multi-year enterprise technology roadmap.
- Directly managed internal team of 18 covering Business Services, Sales Operations , HRIS and Internal IT Support.
- Created a metrics management process focusing the organization on key performance indicators.
- Led technology evaluations of financial, HR, subscriptions management and business intelligence systems.
- Served as primary contact point and managed relationships with external vendors.
- Designed an enterprise-wide project management office.
- Crafted an enterprise-wide business continuity plan.
- Co-wrote the enterprise-wide information security policy.
- Optimized internal technology solutions including phone systems, email hosting and desktop applications.

Villanova University

Adjunct Faculty and Business Intelligence Subject Matter Expert
2010 - 2014 (4 years)

Developed a three semester Masters Certificate Program in Business Intelligence. Prepared and recorded virtual training sessions on full spectrum of subject areas including theory, best practices, technology development, deployment, business analysis, project management and change management. Served as pioneer instructor on each course and developed weekly lecture materials, course notes and capstone project materials. Wrote over 400 questions for quizzes and final exam.

IBM

Principal Consultant
2001 - 2003 (2 years)
Arlington, VA

Significantly improved the forecasting solutions and financial and operating capabilities for Fortune 500 entities such as Merck & Company, Time Warner, and Northrop Gunman.

Project Highlights:

- Merck & Company: Streamlined planning processes for 1,300 employees in 35 countries by creating an integrated solution.

- Time Warner: Achieved 90% cost savings by developing a leading-edge solution for their marketing, planning and forecasting processes and systems.
- Northrop Grumman: Produced annual cost savings of 70% by reducing manual processes and delivering a final solution that integrated financial and operational forecasting spanning 20 years.

Global Management Systems, Inc. (GMSI)

Senior Consultant

1999 - 2001 (2 years)

Bethesda, MD

Attained a client list including JP Morgan Chase and BAE Systems to implement streamlined solutions and improve forecasting processes for both clients.

- JP Morgan Chase: Enriched a complex matrix-based organization by constructing an innovative solution and facilitating finance-related post-merger activities via creative stakeholder engagement.
- BAE Systems: Generated a cutting-edge solution to improve forecasting tactics that entailed best-in-class capabilities and leveraged key drivers and assumptions.

Bank of Montreal, Chicago Branch

Deal Specialist

1996 - 1999 (3 years)

Chicago, Illinois, United States

- Managed \$25 Billion loan portfolio for Financial Services sector
- Responsible for analyzing debt covenants in loan agreements and ensuring compliance
- Analyzed client financial and operational performance through detailed review of public and private data
- Responsible for system and data integration between all of the bank's loan mainframe systems

Prudential Securities

Stock Broker

1994 - 1995 (1 year)

Chicago, Illinois, United States

- Analyzed company performance and made investment recommendations to clients
- All phases of client management from initial solicitation through active trading
- Series 7 and 63 Certified

Education

The University of Chicago - Booth School of Business
Graduate Studies, Finance · (1997 - 1999)

Northwestern University
Business Law · (1995 - 1996)

The George Washington University - School of Business
Financial Analysis · (1994 - 1995)

University of Michigan
BA, Economics · (1990 - 1994)