

# Connects GTM Leadership to Financial Clarity. Combines commercial instinct, technical fluency, and operational rigor.



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## I build systems that turn complex bets into repeatable results

My work is at the intersection of revenue strategy, financial rigor and technical complexity. I build analysis, create process, and drive alignment to maximize impact.

### LEADERSHIP STYLE

Rigorous | Structured | Collaborative  
Empathetic | Decisive | Creative  
Curious | Communicative | Connector

### KEY STRENGTHS

Financial Modeling | Business Case Development  
Cross Functional Influence |  
GTM Planning & Strategy | Rapid Domain Mastery  
| Executive Storytelling

### COMMUNITY IMPACT

- Amazon Finance Mentor | Rotational Program Speaker Series Founder/Moderator, North America Operations Bias Training
- Alumni Engagement | UChicago College Interviewer, Wharton programming
- SheJumps Ambassador: Advocacy and fundraising for women/girls in the outdoors

### EDUCATION

MBA | Wharton School, University of Pennsylvania  
BA, Economics | University of Chicago

### ACTIVE PURSUITS

- Upskilling at the intersection of tech, creativity, and commercial strategy
- Maker Space: Learning 3D Printing, Machine Embroidery, Digital Design
- Cycling, Skiing, Outdoor Sports

## SAACHI K. GUPTA

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### CONTRIBUTIONS TO COMMERCIAL IMPACT

**GTM Planning Architecture** | Built the forecasting and planning infrastructure used by 25 teams across 6 annual planning cycles for North America Operations; transformed fragmented, manual processes into a templated operating rhythm.

**GTM Strategy & Deal Economics** | Financial architect of strategic partnership for Alexa Enterprise — designed custom and public pricing, modeled deal economics, resolved cross-product conflicts, translated commercial terms into go-to-market guidance across Hospitality (Disney, Wynn), Healthcare (Northwell), and Multi-Family (Greystar) verticals.

**Revenue Impact at Scale:** Automated \$100M+ ARR in enterprise invoicing by building Alexa's first billing infrastructure; restructured Fire TV's revenue attribution methodology across device programs — shifted profitability estimates by up to 40% and redirected international expansion strategy.

**Executive Partnership** | Designed and owned operating cadences and executive reporting for multi-region planning processes. Translate complex model outputs into CFO- and VP-ready narratives, driving alignment across Finance, Operations, and Product.

### EMPLOYMENT HISTORY

Amazon   Product, Supply Chain Optimization	2024 – current
Amazon   Monetization Strategy & Finance, Fire TV	2023-2024
Salesforce   Strategic Partnerships, Mulesoft	Summer 2023
Amazon   Finance, Alexa Monetization	2020-2021
Amazon   Finance, Fulfillment Operations	2018-2020

### COLLEAGUES & MANAGER FEEDBACK

*“Brings structure to ambiguity... turns complexity into action.”*

*“Combines sharp judgment with deep analytics... challenges assumptions... drives the right outcomes.”*

*“Builds trust fast... synthesizes perspectives... aligns stakeholders without slowing execution.”*

*“Operates with strong ownership... delivers in high-pressure, undefined environments.”*

*“Balances speed with rigor... moves fast without compromising standards”*