

____ SHORT BIO - FOR EVENT PROGRAMS, INTRO SLIDES, PODCAST SHOW NOTES

Dr. Nitin Bajaj is an operator, moderator, and growth partner with 25+ years of experience scaling companies, products, and ecosystems across 10 countries. He has helped build businesses generating \$400M+ in revenue, co-led 14 acquisitions worth \$1B+, and hosted 500+ conversations with a 15M+ global reach through The INDUSty Show. He co-founded ASAN in 2024, which has reached 40,000+ people across 130+ events. He has worked with IBM, Thomson Reuters, Esri, and Bloomreach, and is based in Southern California.

____ LONG BIO - FULL BACKGROUND

Dr. Nitin Bajaj is an operator-investor, moderator, and interviewer with more than 25 years of experience building companies, leading teams, and scaling ecosystems across the United States, Europe, South Asia, and the UAE. He has helped build businesses generating \$400M+ in revenue, co-led 14 acquisitions totaling more than \$1B, and operated across 10 countries - spanning the US, Canada, UK, India, Netherlands, Slovakia, Austria, Switzerland, Ukraine, and the UAE.

His corporate career includes leadership roles at and with IBM, Thomson Reuters, Esri, and Bloomreach, where he led product, growth, and go-to-market functions at scale. He brings the same operator judgment that built those businesses to every room he holds - whether on stage as a moderator or inside a business as an operating CEO.

As a moderator and interviewer, Dr. Bajaj has hosted 500+ conversations across conferences, universities, and leadership forums, building a global reach of 15M+. He has held rooms at a16z Tech Week, CES, SXSW, Fortune events, Art Basel, and Yahoo Finance, and has spoken at UC Berkeley, UCLA, Georgetown, Chapman, and more than a dozen other institutions. His moderation style is operator-first: he pushes past polished talking points, draws out real decisions and tradeoffs, and creates conversations that audiences remember and speakers quote afterward.

Through his operating partner practice, Dr. Bajaj steps into \$1-5M founder-led businesses as the operating CEO for 12-24 month engagements. He takes over execution, rebuilds the growth engine, and gets paid from the value created - not the hours billed. He works with one business at a time, with a focus on healthcare services, business services, and local multi-unit operations.

In June 2024, Dr. Bajaj co-founded the American South Asian Network (ASAN), scaling it to 130+ in-person events across the US, reaching 40,000+ people, and building 250+ partnerships across corporate, government, nonprofits, and universities in under two years. He has also contributed to Pratham USA (prathamusa.org) in marketing and strategy, helped launch Akshaya Patra USA (akshayapatrausa.org) in Southern California, and serves as a board member at SAHARA (saharacares.org).

Beyond his operator and community roles, Dr. Bajaj has raised \$25M+ for causes impacting more than 10 million lives across healthcare, education, and economic opportunity. He is the founder of The INDUSty Show, a media platform featuring 500+ conversations with founders, operators, investors, and community leaders. He is based in Southern California.

TOPICS & SAMPLE QUESTIONS - FOR HOSTS, JOURNALISTS, AND PRODUCERS

01 Operator Experience & Business Building

\$400M+ in revenue built. 14 acquisitions. 25+ years of execution across 10 countries.

- What does building a business actually require that the conventional narrative misses?
- How do you know when a business is ready to scale versus when it needs to be fixed first?
- What did 14 acquisitions teach you about what makes a business worth buying?

02 The Immigrant Entrepreneurial Journey

Risk, identity, and building in the US - without the polished success-story version.

- What are the real tradeoffs immigrant founders face that don't get discussed publicly?
- How does cultural identity affect the way you build and the relationships you form?
- What do the unwritten rules of US professional culture look like from the outside?

03 Community as Leverage

Co-founder of ASAN, which has scaled to 130+ events and 40,000+ people in under two years.

- How do you turn a community into a genuine business network rather than just an affinity group?
- What is the South Asian business ecosystem actually building in the US, and why does it matter?
- How should founders think about community as a distribution channel?

04 Moderating High-Stakes Rooms

Why most panels fail. The mechanics of room control and high-signal dialogue.

- What is the most common mistake event organizers make when it comes to panels?
- How do you get a speaker to say something they didn't plan to say?
- What separates a conversation the audience remembers from one they forget immediately?

05 Acquiring & Scaling Small Businesses

The \$1-5M operating partner model and what founders need when they're ready to step back.

- Why do most \$1-5M businesses get stuck, and what does it actually take to unstick them?
- What should a founder look for - and be wary of - when handing over operational control?
- How does a value-creation compensation model change the incentives in an operating engagement?

____ EVERY INQUIRY IS REVIEWED PERSONALLY. RESPONDED TO PROMPTLY.

If there's a fit, the process moves fast. If it isn't the right match, you'll hear that too - directly and promptly. No limbo.

____ THREE WAYS TO START THE CONVERSATION

Speaking & Moderation

Include event type, date, location, audience profile, topic, and what success looks like.

Operating Partner

Share revenue range, industry, owner situation, and why now. One business at a time.

Media

Share the platform, format, topic or angle, and proposed timeline. Reviewed within 48 hours.

____ COMMUNITY & ECOSYSTEM AFFILIATIONS

- American South Asian Network - Co-Founder
- The INDUstry Show - Founder
- Pratham USA - Marketing & Strategy
- Akshaya Patra USA
- SAHARA