Amar Amarnath

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SUMMARY

Technology and product executive with 20+ years leading global engineering, data, and analytics organizations across energy intelligence, enterprise SaaS, and AI platforms. Former Executive Director at KAPSARC (global energy think-tank) and former CIO of a global CRM SaaS company, with a track record of building high-impact data and automation platforms, predictive modeling systems, and subscription data products used by governments, Fortune 500 companies, and global research institutions.

CORE COMPETENCIES

Technology & Data: AI Platforms, Data Engineering, Predictive Modeling, Data Governance, Analytics Platforms

Product & Business: Product Strategy, SaaS Platforms, Data Products, Monetization, Customer Experience

Transformation & Operations: Digital Transformation, Global Engineering Capability, Operating Model Design

Industry: Energy Analytics, Climate Modeling, Economic Simulation, Data Marketplaces

PROFESSIONAL EXPERIENCE

King Abdullah Petroleum Studies and Research Center (KAPSARC)
2015 – Jun 2026

Executive Director, Solutions Productization *Riyadh, Saudi Arabia*

- Built and scaled a data and AI product organization delivering energy policy simulators used by government stakeholders.
- Led development of AI-driven analytics platforms and data products enabling energy policy modeling and decision support.
- Led startup-style software engineering and data teams to launch a data product that achieved over 80K downloads per year.
- Implemented energy-economics simulators using statistical models to improve forecast accuracy and classification reliability.
- Led architecture of software products featuring AI-anchored, multimodal, mixed-language workflows over energy datasets.
- Launched the Middle East's first conversational AI and API-ready data portal, with supporting data-engineering pipelines and analytics.

Act! CRM Software
2012 – 2015

Chief Information Officer *Denver, CO, USA*

- Reported to the CEO and led software engineering and global client services for SMB-market software, introducing agile development practices that reduced release cycle time by 20%.
- Implemented a global SaaS lead-to-cash platform in 180 days, enabling rapid international scaling of CRM products.
- Directed implementation of enterprise platforms, including NetSuite, Zuora, LiveOps, and Arvato, to modernize infrastructure.
- Led technology integration during acquisitions, supporting 10x company growth while leading R&D.

S&P Global / IHS Markit
2005 – 2012

Vice President, Technology *Denver, CO, USA*

- Modernized global data production systems supporting a $5B+ subscription analytics business.
- Automated large-scale data enrichment workflows, generating $20M in operational efficiency and productivity gains.
- Built and led global software and data teams across EMEA, APAC, and the Americas, establishing standardized development processes that reduced release cycle time and improved cross-regional collaboration.
- Directed the creation of insight tools for energy, aerospace, high-tech, and finance sectors, delivering actionable analytics that expanded product offerings and supported new revenue streams.

i2 Technologies
2000 – 2005

Technical Consultant, Data and Software Services *New Hampshire, USA*

- Executed IT and data consulting projects for Fortune 100 clients in the US and Europe, using data-engineering tools such as SQL and Awk to deliver customized analytics solutions that improved client decision-making.
- Led turnaround of a struggling data division, doubling EBITDA through operational and data platform improvements.
- Transformed large-scale data wrangling and provisioning for supply chain optimization software solutions.

EDUCATION

Master of Business Administration, Madras University

Bachelor of Engineering, Bangalore University