GURMIT SINGH

Market Entry, Commercial Leadership & Partnerships - India

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EXECUTIVE PROFILE

Senior commercial leader with 20+ years building markets, partnerships and revenue engines in India for global and Indian companies. Built Quora India from zero and grew revenue 7X; led Yahoo India's $33M business with an 80-person team to its highest-ever revenue and market share; CEO/MD experience across media, technology and education. Founder of Edpurple, an edtech career-counselling startup, and member of the 2022 Indian business delegation to Dublin through Enterprise Ireland. Deep senior network across corporate India, with board service at Quora India, Yahoo India and ASCI.

SELECTED IMPACT

7X Quora India revenue growth | 3X APAC regional revenue growth | $33M Yahoo India business | 80-member team at Yahoo India | 10X growth at Forbes India | 1M+ Yahoo Cricket downloads

IRELAND ENGAGEMENT

- Member of the 2022 Indian business delegation to Dublin through Enterprise Ireland: a week in Dublin meeting key Irish stakeholders, with firsthand exposure to how Enterprise Ireland promotes Irish business in India and supports India-Ireland education and student mobility links.

CORE CAPABILITIES

India market entry & market development • Regional leadership across APAC, Middle East & South Asia • Strategic partnerships & alliances • Senior stakeholder & network building • Team building and P&L leadership • Education & edtech ecosystem • Events and stakeholder engagement • AI-enabled platforms and workflows

PROFESSIONAL EXPERIENCE

Advisory Director | The Nimble Labs (Quora reseller) *Jun 2026 - Present*

- Advising on Quora business and operations; supporting operational execution through the end of 2026.

General Manager, APAC | Quora *Nov 2019 - Jun 2026*

- Built Quora India from 0 to 1, establishing local operations, team and culture in partnership with US headquarters; grew India revenue 7X.
- Expanded into Australia, Southeast Asia and the Middle East, and established a China presence through a Hong Kong reseller network; tripled regional revenue.
- Owned the partner lifecycle - identification, contracting, activation, QBRs, EBRs and performance management; managed the SMB business and Zendesk relationship.
- Served on the board of Quora's India subsidiary, providing strategic oversight.
- Collaborated on Poe GTM and led company-wide AI adoption initiatives across content discovery, ad creative management and legal contract acceleration.

VP & Managing Director | Yahoo India, Mumbai *Feb 2014 - Jun 2018*

- Led a $33M business and 80-person team; delivered the company's highest-ever revenue and market share in India.
- Created the strategic Flipkart alliance and launched Yahoo Shopping, coordinating commercial, product, engineering, legal and finance teams from negotiation through go-to-market.
- Rebuilt Yahoo Cricket from concept into a Top 3 app, reaching 1M+ downloads and a 4.5-star rating.

Founder & CEO | Edpurple, Mumbai *Jul 2018 - Mar 2020*

- Founded a career-counselling edtech startup; built B2B and B2C partner ecosystems and established partnerships with the SVKM group of colleges; recorded several instructor videos.

Chief Executive Officer | Forbes India, Network18, Mumbai *2011 - 2014*

- Drove 10X growth across print, web, tablet and events through content innovation.
- Built the events business from 0 to 1 with venue, sponsor and media partnerships; created marquee properties in Luxury, Swiss Watch, Art Awards, Philanthropy Awards and Celebrity List.

Head, HT Mumbai & AVP, Mint | Hindustan Times, Mumbai *2009 - 2011*

- Led a $25M P&L and 160-person team, building advertiser, agency and media-platform partnerships across sales, editorial, marketing and operations.
- Led HT Mumbai to become the No. 2 read English daily in Mumbai, surging ahead of DNA.

Chief Executive Officer | Rajshri Media, Mumbai *2008 - 2009*

- Led an early online Bollywood streaming business in the pre-OTT era; developed IPTV and YouTube distribution and monetization partnerships, delivering record YouTube partnership revenue.

Business Director | Music Today, India Today Group *2002 - 2008*

- Led the group's highest-profit SBU to 5X growth; built distribution networks and strategic alliances with Star TV and Ultra Studios.

Regional Manager | Sony Music Entertainment India *1998 - 2002*

- Exceeded targets and pioneered key account management in the music industry.

Brand / Sales Manager | Marico *1993 - 1998*

- Managed a leading FMCG brand and the company's largest territory, Delhi Metro.

EDUCATION

- MBA, Faculty of Management Studies, University of Delhi
- B.E., Mechanical Engineering, Osmania University (Gold Medallist)
- Instructor, Product Management on Udemy - 19,000+ students, 1,600+ ratings, average 4.5

BOARD ROLES

Quora India (2020-2026) • Yahoo India (2014-2018) • Advertising Standards Council of India - ASCI (2016-2017)