

Syed Shoaib Roshan H

Hands-on ESG practitioner for inventories, climate risk and disclosures

Contact

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Summary

Most of my week is GHG inventories: Scope 1, Scope 2 and Scope 3, climate-risk packs, SBTi-aligned net-zero and decarbonization support, and the IFRS S1/S2, GRI or BRSR statutory disclosures that follow. I have done this across 50+ enterprise engagements, including country ledgers, purchased-goods mapping, transport emissions and supplier assessments. What I leave behind is method notes an assurer can follow, and a file the team can open again next year.

Key Strengths

- GHG inventories under the GHG Protocol, with the carbon accounting detail intact, including Scope 3 Cat 1 and Cat 2 via HSN, Exiobase and EEIO, at about \$24K a cycle.
- TCFD / IFRS S2 climate-risk write-ups: scenarios, SBTi-aligned targets, internal carbon pricing and MACC when the client asked, typically \$25-30K.
- Disclosure packs for GRI, BRSR, SASB, CDP and the UN SDGs. CSRD or US SEC notes when that was on the table.
- Supplier outreach and scoring for value-chain work that actually got replies back.
- Method notes, factor trails and playbooks so next year's cycle starts from last year's file.

Experience

Founder's Office Associate (promoted from ESG Solutions & Strategy Manager)

Credibl ESG (Climate-Tech SaaS) | Pune, India | 2025 to Present

- Moved into the Founder's Office to run GTM, pre-sales and solutioning, plus sales and partnerships enablement across JPAC and EMEA with global partners and customers.
- Put together an RFP-response kit (narratives, commercial models, governance decks) that cut turnaround from weeks to days. Closed about \$150K and opened roughly 2x that in upstream pipeline.
- Trained partners on a reusable joint GTM motion, not just a deck they had to rewrite, and got channel enablement live across geographies.
- Brought competitive analysis and benchmarking into both go-to-market choices and the product roadmap.
- Prepared investor-ready materials and models when founders needed fundraising support.

ESG Solutions & Strategy Manager

Credibl ESG (Climate-Tech SaaS) | Pune, India | 2025

- Led product sprints on AI-driven ESG modules for IFRS S1 and S2 disclosures, climate-risk assessments and value-chain mapping with engineering and data science.
- Set roadmap priority from customer feedback and data, including SQL and Power BI dashboards for company-wide carbon footprints.
- Worked with UX in Replit and Cursor to speed up supplier-scoring and ESG benchmarking features.
- Sat between Customer Success, Professional Services and Product for high-priority clients when data and reporting got messy.
- Backed sales and pre-sales so what we demoed matched what we could deliver.

Chief of Staff

Oren (Climate-Tech SaaS) | Remote, India | Sep 2024 to Jan 2025

- Worked with founders on product strategy and the feature roadmap for an ESG analytics platform, including rough wireframes for benchmarking and goal-tracking.
- Built ESG supplier-scoring models from market research and what clients kept asking for.
- Shipped a small analytics and FAQ engine that made life easier for Sales and Customer Success.
- Pulled competitor and market notes that shaped product tweaks and go-to-market.
- Worked with founders on fundraising, market sizing and conversations with Gartner and other rating agencies.

Solutions & Strategy Associate

StepChange (Climate-Tech SaaS) | India | Nov 2023 to Sep 2024

- Shaped client sustainability, net-zero and decarbonization plans, including materiality analysis and life-cycle assessments.
- Built ESG metrics dashboards tied to GRI, SASB, CDP and the UN SDG frameworks.
- Fed user feedback into the product team and saw engagement rise on the ESG reporting product.
- Wrote client-facing notes on EU CSRD, US SEC and practical ESG reporting choices.

Associate Consultant

Draup (Talent Intelligence SaaS) | India | Nov 2022 to Nov 2023

- Delivered workforce-analytics work for enterprise clients that helped them find talent cost savings of up to 30%.
- Wrote SQL and Python scripts and Power BI dashboards that cut client time-to-value by about 40%.
- Ran user testing on dashboard features from stakeholder feedback and fed that into Draup's analytics product.

Capabilities & Insights Analyst

McKinsey & Company (Consulting) | India | Jul 2021 to Nov 2022

- Supported energy-sector teams with research and Tableau dashboards on market trends and project outcomes.
- Turned dense research into short notes senior consultants could use on upstream oil and gas questions.

Earlier Experience

Phoenix Medical Systems (Jan 2021 to Jul 2021) · Hindustan Aeronautics Limited, Foundry & Forge division (Jan 2020 to Jan 2021, paper in International Journal of Metalcasting 2021) · GlaxoSmithKline Pharmaceuticals, Nashik (May 2019 to Jul 2019)

Education

B.Tech, Mechanical Engineering, Amrita School of Engineering, Coimbatore. GPA 8.00/10 (2017 to 2021). GMAT 685 (Focus Edition). Debate club, MUNs and public speaking on the side.

Certifications

FSA Credential, Level 1 (Fundamentals of Sustainability Accounting), 2026 · Certified Scrum Product Owner (CSPO), Scrum Alliance, 2025 · Project Management Professional (PMP), Project Management Institute, 2025 · Sustainability & Climate Risk (GARP SCR), 2024 · Certified ScrumMaster (CSM), Scrum Alliance, 2022 · Lean Six Sigma Black Belt, 2022 · Certified SolidWorks Associate (CSWA), Dassault Systemes, 2019 · CFA Level 1, currently pursuing (CFA Institute)

Skills

SQL, Python, Excel, Power BI, Tableau, Metabase, Fivetran, FastAPI, Postman, Figma, Replit, Cursor, Claude Code, Vercel, JIRA, HubSpot, Salesforce, Google Analytics, Microsoft Office, Data analysis, UX wireframing. Frameworks: IFRS S1/S2 (ISSB), ASRS, TCFD, GHG Protocol, GRI, SASB, CDP, ESRS / CSRD, BRSR, Materiality & LCA, GARP SCR, FSA Level 1.

Good match for sustainability teams that want one person covering inventory, climate risk, disclosure and the supplier layer.