SPEAKING & HOSTING

Bring me into the room.

I host founder meetups as City Lead for Entrepreneurs Arch in Ahmedabad, have hosted eChai Ventures' Open House, and spoke at the Aarambh Founder Talk. If you're putting together a meetup, panel or business session, here's what I can bring.



TOPICS

What I can talk about.

01

Selling FinTech to Indian businesses

What 15 years of selling payments, lending and insurance taught me about how merchants and MSMEs actually decide.

02

Partnerships both sides want

Banks, OEMs, service partners and platforms: how to structure partnerships that keep working after the launch.

03

From a few phone calls to a venture

The Harsmit Ventures story: turning inbound requests into a business, and what the first year looks like from the inside.

04

Getting real value from events

How to show up at summits, expos and meetups and leave with conversations that turn into work.

FORMATS

Talk or keynote | Panel discussion | Fireside chat | Meetup hosting

Roundtable moderation

BEST FOR

Founders

MSME owners

Sales and partnership teams

Students and early-career professionals

ON STAGE

Talks and rooms I've hosted.

Aarambh Founder Talk

Aarambh.Network · Video

Watch →

FOR ORGANISERS

Bio, ready to copy.

Short bio

Sumit Kasardekar is the founder of The Harsmit Ventures, an Ahmedabad-based venture that helps businesses with payments, insurance, lending, business software and practical AI. He brings 15 years of sales and partnerships experience across telecom, FinTech and SaaS, and is City Lead & Host for Entrepreneurs Arch in Ahmedabad.

Long bio

Sumit Kasardekar is the founder of The Harsmit Ventures (THV), which he started in Ahmedabad on 1 September 2025. THV helps businesses find the right partners for payments, insurance, lending, business software and practical AI, and works with 70+ partners.

Before THV, Sumit spent 15 years in sales, business development and partnerships at companies including Vodafone, BharatPe, SabPaisa and PhiCommerce. He led a team that activated 12,000+ merchants in 7 months at BharatPe and closed ₹4.5 Cr+ in ERP software deals over two years at Pushpam.

Sumit is City Lead & Host for Entrepreneurs Arch in Ahmedabad, a member of the Gujarat Chamber of Commerce & Industry, a Prime member of Local Vocal Business and part of the VIBES network. Away from work, he plays golf at Kalhaar Blues & Greens.

PRESS PHOTOS

Photos you can use.

For event listings and posters. Please don't crop out or alter faces.




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