



Jerry Hartanto

Enterprise AI & Business Transformation Executive

Enterprise AI & Transformation Executive who converts AI investment into measurable EBITDA impact. 15+ years leading strategy, operating model redesign, and large-scale execution across industrial, energy, infrastructure, and enterprise technology sectors. Proven builder of AI capabilities from zero to scaled enterprise programs, aligning prioritized use-case portfolios to P&L outcomes and embedding AI into core workflows to drive cost reduction, margin expansion, and revenue growth

CORE CAPABILITIES

- AI Portfolio Strategy & Capital Allocation
- AI Adoption & Workflow Integration at Scale
- P&L-Driven Value Realization (Cost, Margin, Revenue)
- Enterprise AI Operating Model & Governance
- Board & Executive Stakeholder Alignment
- Cross-Functional Leadership (Business, Product, Engineering, Sales)

SELECTED IMPACT

- Built AI consulting capabilities within Schneider Electric AI Hub generating \$3M delivered and qualified pipeline; created repeatable propositions/use cases, demos, and plays to identify high value AI opportunities
- Reduced data center cooling costs 6% (\$6.4M annual savings) through AI optimization
- Increased fault location accuracy 60% and reduced restoration cycle 570 hours annually in utility operations through AI predictive model
- Drove 40% ARR growth and \$240M quantified AI use-case value at Fortune 50 enterprise (DataRobot)
- Scaled Ingram Micro business unit from \$19M to \$200M through strategic repositioning and GTM redesign

EXPERIENCE

SCHNEIDER ELECTRIC – AI Consulting Group Lead

2022 – 2025

Built and led AI consulting function within enterprise AI Hub serving industrial and energy customers

- Originated and delivered AI engagements across utilities, data centers, energy, manufacturing, pharma, mining
- Led cross-functional teams (AI consultants, data scientists, architects, SMEs, account teams) from pursuit through deployment and adoption, aligning technical solutions with business strategies, operational KPIs, and regulatory context
- Developed industry offers and use cases, sales plays, whitepapers, demos, and commercial proposals linking AI capabilities to operational KPIs
- Delivered measurable outcomes across predictive maintenance, optimization, simulation, forecasting, and computer vision

DATAIKU – Director, AI Strategist & Evangelist

2021 – 2022

Advised enterprise customers on AI strategy, operating models, and scalable AI execution

- Defined AI roadmaps aligned to enterprise strategy and capability gaps
- Designed AI operating models and workflows to accelerate value realization and to mitigate execution risk

- Positioned platform as strategic enterprise capability to scale impact rather than point solution

DATAROBOT – Director, AI Customer Success

2019 – 2021

Drove enterprise AI adoption, value realization, renewals, and expansion

- Led executive stakeholder alignment for AI Centers of Excellence, balancing use-case value vs feasibility to prioritize scalable portfolios
- Enabled expansion through quantified ROI narratives and executive communication
- Increased enterprise user adoption and platform stickiness through structured enablement and executive engagement

TRACE3 – Director, AI & Data Intelligence Consulting

2015 – 2019

Led AI and advanced analytics consulting practice

- Created AI solution offerings and GTM motions
- Architected enterprise AI/data roadmaps and solutions across verticals, including aerospace, oil & gas, healthcare, CPG
- Influenced enterprise technology modernization strategies

INGRAM MICRO – Director, Corporate Strategy & Business Dev

2012 – 2015

Developed BU-level strategies (encompassing products, sales, marketing, and operations), driving revenue, margin, and capability expansion

- Built execution-ready organic and acquisition roadmaps
- Created differentiating capabilities and solution stacks to win by assessing technology shifts, industry trends, and competitors

ADDITIONAL EXPERIENCE

DELOITTE CONSULTING – Senior Manager, Strategy & Operations

KEARNEY – Management Consultant, Strategy & Operations

BRITISH TELECOM – Head of Business Improvement

CENTURYLINK – Lead, Operations & Analytics

EDUCATION

MBA, Stephen M. Ross School of Business, University of Michigan, Ann Arbor, Michigan

MS Electrical Engineering, Johns Hopkins University, Baltimore, Maryland

BS Electrical Engineering, McGill University, Montreal, Canada