Disha Shanbhag

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PROFILE

A public sector professional with 3+ years of experience in delivering commercial, design research and evaluation services across the UK's central and local government departments. As a trained anthropologist, I bring a relational, inclusive, policy-informed and commercially sensitive approach to digital transformation and technological adoption in government.

PUBLIC SECTOR CLIENTS	DSIT, GCA, LGA, Companies House, Innovate UK, DBT, DfE, MHCLG and Camden Council, Teignbridge Council, Open Contracting Partnership & Partners for Public Good
PRIVATE SECTOR CLIENTS	MasterCard, Meta, AWS Marketplace and Microsoft
TOOLS	Figma, Miro, Dovetail, NVivo, The Data City, Crunchbase, Stotles, Google Slides, Excel, Python, Gephi, Qualtrics, Claude Code and Typeform
PRODUCT & RESEARCH	Product discovery, Roadmapping, Mixed-method user research, Stakeholder synthesis, A/B testing, Scrum Master, Agile delivery, Impact evaluation (HMT Green & Magenta Book) and Competitor analysis

EXPERIENCE

March 2024 – Present
London, UK

Consultant (Associate II)

PUBLIC

Led 15+ Transforming Public Procurement (TPP) Steering Group sessions, supporting the first frameworks and commercial assets to go live under the Procurement Act 2023.

Delivered 12+ digital transformation projects in the product team of the Government Commercial Agency (GCA), the UK's largest procurement body, running rapid user research and delivery sprints to turn frontline needs into product improvements.

Delivered LGA's Technology Innovation Showcase, running workshops with 100+ local councils to develop AI challenge statements and use cases.

Developed a GTM strategy for Meta's and MasterCard's open-source AI and payments products to enter the UK public sector.

Led research for US charity Partners for Public Good (PPG) on European public sector innovation, identifying practices to pilot in US state and local government.

Advises early-stage GovTech startups on selling to the UK government, from procurement routes to market strategy.

Manages a £450K innovation procurement portfolio, driving business development and stakeholder relationships.

June – December 2022
Delhi, India (Remote)

Product Research and Design Intern

Anthropie

Conducted comprehensive discovery research, interviewing 10+ stakeholders and 15+ users across India for Anthropie's upcoming sexual wellness platform for urban youth called 'Izaar'.

Designed report and findings for upcoming presentation with investors, which helped the company finalise problem areas and target audience for further development phases.

July 2020 – July 2021
Mumbai, India

Editorial Consultant

National University Students' Skill Development Programme (NUSSD)

Conducted baseline process and impact evaluation, interviewing 15+ participants to develop an internal case study library.

Developed strategic social media campaigns, online and offline events, and the annual table book detailing the programme's scope and impact on the target population.

EDUCATION

2026–27
London, UK

Fellowship Candidate

Newspeak House

A one-year practitioner's course for mid-career technologists working in the UK civic and government technology sector.

February 2026
London, UK

L4M8 Procurement and Supply in Practice

Chartered Institute of Procurement and Supply (CIPS)

June 2026
London, UK

L4M4 Ethical and Responsible Sourcing

Chartered Institute of Procurement and Supply (CIPS)

September 2022 – 2023
London, UK

MSc Digital Anthropology

University College London (UCL)

June 2018 – 2021
Mumbai, India

BA English Literature

Ramnarain Ruia Autonomous College, Mumbai University

PRESENTATIONS

2026
Talk · Invited Speaker

Selling to Government

UK PropTech Association, Lunch & Learn Sessions

Invited session on navigating public sector procurement and government sales strategy for the PropTech industry.

2024
Interview · Podcast

The Gig Economy and Flexibility

Cloud Civilisations Podcast

A recorded conversation on flexible working conditions, digital labour, and what it means for international students navigating the platform economy in London.

2023
Talk · Invited Speaker

Ethical Design

Service Lab London · December 2023

Invited speaker session exploring ethics in service and digital design practice.

2023
Talk · Invited Presenter · Passed peer review

Dial-in-ing in Love: use of ICTs in long-distance relationships

19th IUAES World Anthropological Congress · October 2023

Peer-reviewed paper on the role of information and communication technologies in maintaining intimacy and connection across geographical distance.

WRITING

2026
Report

Procurement Act 2023: An Impact Review

PUBLIC

2026
Article

Italy's Multiplicity Principle: Moving Away from Model-Centric AI Governance

Interweave, Special Issue

Co-authored feature on Italy's AGID agency proposing a full-stack approach to AI governance — prioritising institutional flexibility, technological sovereignty, and operational resilience over model-centric risk assessment.

2025
Report

Using the Competitive Flexible Procedure for Innovation

PUBLIC

A report on approaches to complex technology and innovation procurement in the public sector, developed with industry partners including Innovate UK.

2025
Paper

Beyond balance: understanding how digital applications help create narratives of flexibility in case of casual jobs in London

Disrupting Technology Conference, Leeds · Passed peer review

Peer-reviewed paper examining how digital platforms construct and communicate flexibility for casual workers in London.