

ADITI JHANWAR

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EXPERIENCE

Founder's Associate | Warren (Skydeck Startup) | Berkeley, CA **Nov 2024-Present**

AI-native startup leveraging GenAI for private markets workflows (deployed in 2 PE firms)

- Partnered with founders on pricing and GTM analytics, synthesizing 40+ executive interviews and AI monetization data (usage, value, per-seat, tiered); recommendations adopted across pilot clients
- Designed automated reporting dashboards and KPI systems to monitor product engagement and pipeline performance, enabling 40% faster client diligence cycles and boosting long-term retention
- Built competitive intelligence and market segmentation frameworks, informing roadmap prioritization, feature launches, and go-to-market planning
- Supported go-to-market strategy and investor communications with data-driven market insights and usage analytics for fundraising and client demos

Strategy & Operations Lead | Gilead Sciences Inc | Foster City, CA **2018-Mar 2024**

- Partnered with senior leadership on a \$3B APAC/LTAM expansion, validating product-market fit by cross-referencing market intelligence with logistics and financial forecasts to secure successful market entries
- Improved forecasting accuracy by 10% (\$40M impact) by developing and deploying a ML-driven forecasting analytics tool, enabling faster and more reliable decision-making across business units
- Generated \$5.5M in CapEx savings by architecting a data-driven initiative to re-engineer supply chain operations, applying a Lean Six Sigma framework and detailed spend analysis to optimize procurement
- Directed 9 cross-functional teams using agile framework to implement site-wide ERP system, increasing operational efficiency by 17% (\$60M) through gap analysis, workflow automation, and process redesign
- Spearheaded development of a centralized drug-discovery repository to support strategic portfolio investment decisions; enhanced data transparency for due diligence and internal M&A evaluations, saving \$2M annually
- Enhanced enterprise-wide security and scalability for all US sites by identifying and resolving critical bottlenecks within the Access Control infrastructure, resulting in a 60% reduction in approval times and improved compliance

Account Manager | Xaxis | Los Angeles, CA **2016-2018**

- Secured Aston Martin, Amgen, and Alo Yoga as new clients, negotiating a total of \$6M+ annual media partnership; led trend and media forecasting with stakeholder management
- Drove a 200%+ revenue increase (\$3M) and a 34% decrease in client attrition through scalable GTM playbooks, data analytics, unique executions, and ML custom target segmentation
- Spearheaded the first mobile app campaign, increasing user engagement by 50%+ via cross-platform experimentation; identified user trends and optimized the acquisition funnel

EDUCATION

Master of Business Administration | University of California Berkeley – Haas

- Top 5 Finalist at *Haas Impact Fund*; Led due diligence, TAM analysis, and deal sourcing for early-stage startups as student VC partner, managing portion of UC Berkeley's endowment fund through equity investments
- Built a \$5B+ GTM strategy for *Burst* (short-form VR video platform) by conducted market research, pricing and distribution analysis, designing a road map using blue ocean strategies, and leveraging partnerships
- Developed US commercialization path for *Nano Dentica* (bioactive dental material); created pitch materials, market-entry strategies, legal diligence, and positioning narratives for investors and partners

Bachelor of Science in Business Administration | University of Southern California – Marshall

ADDITIONAL

Founding Startup Experience: Founding Member at *Frenzy* (2022-2023); Led strategy

Tools: SQL, Tableau, Power BI, Salesforce, AWS, Excel, Jira, Asana, Clarity, Looker, Google Sheets

Skills: OKRs & Goal Management, Cross-functional Leadership, Process Design & Automation, Financial Modeling, Strategic Planning, Operational Scalability, A/B Testing & Experimentation, Competitive Intelligence, Data Analytics