

Avery Matthew Black

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WORK EXPERIENCE

Raptor Maps (*Series B → Series C*)

Growth Strategy, Commercial Lead

Growth Strategy

New York, NY

March 2025 – Present

April 2024 – March 2025

- Led go-to-market strategy, deal support, sales enablement, and piloting of a software-enabled autonomous robot deployed on over 7.5 GW and achieving \$8MN in ARR after 8 months. Initiated the strategy and creation of a spin-off product targeted towards EPCs generating over 100k in ARR
- Executed strategy projects in support of new partnerships and new products for a global solar software company developing performance management software, autonomous robotics solutions, and AI/machine learning algorithms across 45 countries
- Led BizOps efforts across **reporting** (data analysis on pipeline health, account burden, win-loss, expansion ops), **marketing** (authored 3 published reports), **sales** (led deals from sourcing efforts all the way to contract structure), **financial operations** (executed cost/return analysis of all products), and **customer success/product** (hosted discovery and demos) at a Series B, now Series C Start-up

McKinsey & Company

Business Analyst – Core practice: Operations; Associated practice: Private Equity & Principal Investors

New York, NY

July 2022 – April 2024

- Performed diligence for a successful multi-billion-dollar acquisition in the semiconductor market. Built a model predicting market growth and competitive landscape
- Constructed a go-to-market strategy for a sales team - prioritized and quantified addressable markets. Modeled customer demand across 48 states and pricing strategy for potential contracts
- Executed an IRR analysis for 6 at-risk renewable natural gas projects amounting to over \$350M in capital to understand drivers for success in PE holding period
- Defined and modeled lean growth for that company with 28 additional future projects amounting to \$1.5B in capital spend over the next 20 years. Proposed 4 new chemical engineering design improvements to discover \$8M in capex savings per project
- Built a client offering and authored a publication for new approaches to partnerships, contracting, and technology for renewables developers and utilities post-IRA and supply-chain shortages. Focused particularly on the financing strategy of large-scale projects through tax equity, loans, and balance sheet funds

Breakthrough Energy Ventures

Investment Analyst

Boston, MA

Summer 2021

- Performed diligence for over 15 portfolio and pipeline clean tech companies
- Investigated and reported on 2 deep dives encompassing bio plastics and cryptocurrency, their implications, and potential market impact
- Tasked with post-investment support focused on inorganic growth for a company building clean-tech transportation products

Black Venture Capital Consortium

Investment Analyst

Virtual

May 2021-May 2022

- Performed diligence for 5 potential and current portfolio companies for 10-20hrs per week during the 2021-2022 academic year
- Executed sourcing and diligence of 100+ start-ups for the annual diverse founder pitch competition; lead interviews and decided on the \$40,000 cohort investment. Focused on seed and series A Fintech, Medtech, and SAAS companies

Searching for Solutions

Founding member

Virtual

March 2021 – May 2022

- Launched a non-profit to empower youth with digital and cultural learning initiatives amidst the rise of edtech
- Sourced 3+ strategic partnerships for funding and support to aid the construction of a digital platform

Chemical Engineering Lab, University of Virginia

Undergraduate Researcher

Charlottesville, VA

March 2019 – January 2021

- Studied the effects of membrane and compositional changes on flow batteries through techno-economic and cell performance
- Reported weekly for 2+ years to an Associate Professor to aid to the construction of a major electrochemical publication

EDUCATION

University of Virginia

B.S. with Distinction in Chemical Engineering, Engineering Business Minor

Charlottesville, VA

May 2022

- Engineering School Dean's list; Honors: Cum Laude, Omega Chi Epsilon – *National Honor Society for Chemical Engineers*
- 2-time UVA Entrepreneurship Cup Finalist, Founder and President of the Science & Engineering Business Club
- **Technical skills:** Excel (advanced), Aspen (advanced), Matlab (advanced), SQL (intermediate), Python (intermediate)

OTHER INTERESTS

- Interests: Start-ups, Software, Global sustainability, Social Innovation & Mobility