

Leadership Card: Gaurav Shah

Name & Title:

Gaurav Shah — Managing Partner

Bio:

Founder of Instaura, architect of Signal-first consulting. 18 years of building movements across technology, deeptech, healthcare, defense, and BFSI.

Expertise:

Signal Architecture & Strategic Consulting

Fundraising Design & Investor Relations

GTM & Funnel Strategy

Market Intelligence

Key Achievements:

Designed and led 250+ strategic movements globally

Architected fundraising mandates totaling \$2B+ moved

Early career across JP Morgan, TAS, Netcore, Micron

Polio survivor, athlete, Kriya Yogi — resilience embedded into leadership

Leadership Card: Hiasmine Shah

Name & Title:

Hiasmine Shah — Partner, Operations & Funnels

Bio:

Leads Instaura's operational backbone and funnel design practice. Brings a decade of precision and diligence from logistics and 9 years of strategic execution at Instaura.

Expertise:

GTM & Funnel Architecture

Operational Leadership

Sales System Design & Integration

Team Execution & Process Discipline

Key Achievements:

Directed breakthrough GTM & funnel builds across consumer, SaaS, and D2C

Transitioned from global logistics (DHL, ASLI) to strategic consulting

Integral to Instaura's expansion across 4 geographies

Known for precision, diligence, and silent but decisive execution