

SHRAY JAIN-SURANA

46 Vauxhall Bridge Road • London, UK SW1V 2RU
shray.jain@hotmail.com | shrayjs.xyz • +44-7552150653 • linkedin.com/in/shrayj-s

EDUCATION	UNIVERSITY OF MICHIGAN Stephen M. Ross School of Business Bachelor of Business Administration, May 2020 <ul style="list-style-type: none">• Emphases in Finance + Technology & Operations (TO)• Immersions: Corporate Strategy in China [2018] + Global FinTech Projects in London [2020]• Ex-COO, Capital Consulting Group + Founder, SI Media Outlet [Newsletter + Podcast] College of Literature, Science, and the Arts Bachelor of Arts in Economics + Philosophy, Politics, and Economics (PPE), May 2020 <ul style="list-style-type: none">• PPE Major GPA: 3.7/4.0 Triple Major GPA: 3.6/4.0 GMAT Quant: 49/51• Self-Teaching (Basics): Payment Systems, Mobile/Web Development, and Systems Design• Languages (Varying Proficiencies): HTML5/CSS, JavaScript, SQL, Python• Tech: G-Suite, Tableau, Atlassian, GitHub, Figma, Monday.com, AWS, MongoDB, Pipedrive	Ann Arbor, MI
EXPERIENCE	CAMBRIDGE QUANTUM/QUANTINUUM Product Lead/Product Manager, Cloud Security and Enterprise SaaS, 2021-Present <ul style="list-style-type: none">• Launched crypto key generation platform (RESTful API), collaborating with Fujitsu/Honeywell/PureVPN and featuring in WSJ/FT (\$4.06mm ad value/2.16bn+ impressions)• Drove product forward by sprint-planning/releasing features with developers (HSM integration), producing growth marketing collateral, and drafting H1'22 cloud roadmap/PRDs• Managed client onboarding, training 25-person sales/BD team, publishing developer docs, preparing product SLA, and forming customer support desk for tickets/incident management• Reviewed product operational/technical readiness, assessing global markets (US, UK), work-streams, and risks; received C-Suite buy-in and promoted launch via webinar to 250+ staff• Initiated CLI product demo and B2B content library, improving onboarding for 5 global hires Business Operations & Strategy Analyst, 2021 <ul style="list-style-type: none">• Participated in M&A deal and post-merger integration process with Honeywell's quantum hardware unit, resulting in \$300mm capitalization and merger completion by Q4 '21• Analyzed computer-aided materials design software landscape using scholarly reports and research platforms, segmenting competitors, customers, and products in €450mm SAM• Maintained cross-functional recruitment budget workbook and monthly financial forecasts• Collaborated with marketing/creative agency to build digital assets and user's website journey• Produced board materials for German expansion; set-up new office and awarded R&D grant	London, UK
2020 Summer	LEASEMAGNETS [B2B SAAS PROPTech STARTUP] Product Management/Business Operations Intern <ul style="list-style-type: none">• Crafted Mailchimp email campaign, contributing to \$4.4K MRR and \$75K contract negotiations• Streamlined data dashboard for managers, cooperating with engineering and UX/UI teams to launch service, soliciting customer feedback on early-version wireframes via A/B tests• Supported business development team and derived go-to-market strategy, creating customer presentations, product offering playbook, and platform pricing plans; closed 10 SMEs	Ann Arbor, MI
2019-2020 Action-Based Learning	MICHIGAN PRIVATE EQUITY & VENTURE CAPITAL Founder & President <ul style="list-style-type: none">• Established PE/VC club by originating ~400 subscriber newsletter, designing website's user interface, and compiling informational assets, ultimately recruiting 40+ undergraduates• Instigated corporate partnerships via direct sourcing, acquiring VC firm (AUM \$325mm) and seed-series B firms valued at \$1bn+ (Accel, NEA, and Sequoia-backed) as consulting clients• Conducted intense U.S. credit card market examination for SF-based fintech AI app (Sequoia-backed), drafting niche customer journey map, desired user profile, & product launch plan• Synthesized seed-stage biotechnology startups using private market valuation techniques at national VC competition, prompting live deal negotiation and mock term sheet creation• Educated associates via 25-hour live training seminars on accounting & finance concepts, assisting financial modeling (basic DCF, LBO, & cap table) and investment thesis development	Ann Arbor, MI
ADDITIONAL	<ul style="list-style-type: none">• P/T analyst @ Alchemy (\$10.2bn firm) advancing Web3/decentralized infra content marketing• 5 mi runner, avid reader, boxing/snowboarding enthusiast, polyglot, and cinema aficionado• Tackled Kenyan/Tanzanian mobile payment consulting project for UK-based Everledger• Co-led Belgian-Indian charity, raising \$15K+ for oncological surgical care and med-supplies	