

Atreya Pal

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Professional Summary

- I am a passionate investment professional with 4+ years of buy-side experience in private equity and venture capital, with thorough analytical and research abilities. On a personal level, I am interested in public markets and have been investing since 2013
- The investing principles of Benjamin Graham, Phil Fisher, Charlie Munger and Warren Buffett fundamentally appeal to me and I have recently completed an online Value Investing program from Columbia Business School
- **Completed 7 transactions** in India and East Africa and evaluated **1000+ transactions** ranging from early-stage technology companies to large pre-IPO consumer companies
- Having worked in small teams, I have **handled transaction processes end-to-end** ranging from **sourcing, screening, business and ops due-diligence, handling financial and legal due-diligence through external stakeholders, presentation to IC, drafting and negotiating term sheets and definitive agreements.**
- Experienced in **creating investment theses, defining focus sectors, setting up proprietary sourcing partnerships** and **co-investment partnerships**
- **Able in financial analysis:** basic accounting, building full-blown three statement financial models from basic assumptions, applying multiple valuation methods, etc.

Education

Indian Institute of Science Education and Research, Bhopal

B.S., M.S., Computational Chemistry

May 2016

- ✦ Kishore Vaigyanik Protsahan Yogana (KVPY) scholarship recipient (77 selected out of 50,000+ applicants)
- ✦ Graduated in the top 10% of my class
- ✦ Cleared IIT-JEE in 2012 with a score in the top 2 percentile

Professional Experience

Raintree Family Office (*family office set up by the promoter family of Camlin*)

Investment Associate

Pune

August 2018 – present

- ✦ Set up initial strategies to define focus sectors, ticket sizes, sourcing partnerships and co-investment partnerships
- ✦ Analysed 500+ investment opportunities, took 3 of them to the IC
- ✦ Developed investment strategies across sectors – healthcare, food and agri, clean-tech and industry 4.0
- ✦ Developed internal tools and processes for streamlining deal flow and manage internal projects
- ✦ Conducted end to end activities (sourcing, screening, due diligence, negotiations, term sheet) on 3 investment opportunities and presented them to the IC

- ✦ Portfolio companies: Dunzo, Furlenco, A91 partners, Grameen

Social Alpha (*seed stage investment firm and incubator, funded by Tata Trusts*)

Bengaluru

Portfolio Manager (on secondment from Factor[e])

March 2018 – August 2018

- ✦ Worked closely with Hasirudala, a waste-management company to set up new initiatives in bio-gas processing and helped them raise INR 2 Cr in grant funding from Shell Foundation
- ✦ Drafted an Agri-tech thesis and co-developed a proposal for an agri-incubator to Gates Foundation, which has progressed to final stages
- ✦ Participated as a final jury member for IIGP-2018

Factor[e] Ventures (*early-stage tech VC, funded by Shell and Tata Trusts*)

Pune, Bengaluru

Investment Analyst

November 2016– August 2018

- ✦ Sourced, performed due-diligence and led investment in two early stage impact enterprises in agri- supply chain and food technology companies in India, and an e-mobility company in Rwanda.
- ✦ Helped and actively managed the portfolio of companies by helping them expand to new business segments, hire staff
- ✦ Developed investment theses for agri-tech and clean energy sectors in India

Shell

Bengaluru

Researcher, Computational Center for Expertise

June 2016 – November 2016

- ✦ Developed a computational workflow to predict permeability of porous media using CFD methods

Skills

Financial modelling, financial analysis, due-diligence, valuation, deal sourcing, negotiation, term sheets and definitive agreements, primary and secondary research, competitive analysis

Volunteering

Worked as an English and Math teacher in rural Madhya Pradesh and Karnataka as a part of IISER outreach and Shell CSR respectively