

# DAVIS MOHAN RAO

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## PROFESSIONAL EXPERIENCE

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### Zero Grocery Inc.

San Francisco, CA

Head of Strategy, Member of Founding Team

September 2019 – Present

- Launched Zero Grocery in San Francisco and Los Angeles with a distribution center in Fresno, CA
- Grew sustainable grocery delivery business from \$0 to \$6M in run-rate revenue with 96% monthly subscriber retention
- Built product management, growth, and engineering organizations, growing the company from 3 to 40+ full-time employees
- Drove 60x customer membership growth from February '20 to '21
- Raised \$13M across multiple rounds of venture capital while overseeing the fundraising process: build and manage financial modeling, create data documents for investors, and draft investor pitch deck
- Collaborate with CEO daily around long-term strategy and communicate next steps back to 6 organizational leads

### Cathay Innovation

San Francisco, CA

Venture Capital Investor

January 2019 – September 2019

- Conducted deal sourcing initiatives across North American Series A, B, and C technology companies primarily within enterprise software, financial technology, healthcare technology, and retail technology industries
- Screened 10-15 potential deals per week for fit with firm investment thesis, including conducting of initial meetings and analysis of fundamental company metrics
- Led diligence process, including financial modeling and market research to create and present 50-100 page investment memoranda to firm's investment committee for investment sign-off

### Endeavor Global

New York, NY

Entrepreneur Selection & Growth Associate

January 2018 – January 2019

Selection & Services Team

- Analyzed pitch decks to provide entrepreneurs with strategic feedback and pitch support for their upcoming fundraising meetings/roadshows
- Worked with 25+ founders to craft bespoke 8-page comprehensive profiles on their business that analyzed products and pricing, customer base, market opportunity, competitive landscape, growth plan, and financials
- Developed and implemented processes and platforms that enabled Endeavor Entrepreneurs across 34 global offices to access cross-border services that accelerated their international expansion efforts

### Insight Sourcing Group

Atlanta, GA

Consulting Analyst

July 2016 – January 2018

- Analyzed and led negotiations for a Fortune 250 retailer across over \$90M in annual spend, resulting in over \$20M in annual savings across four spend categories
- Led analysis on engagement to implement a procurement organization for a healthcare company with \$300M+ in revenue
- Created opportunity and current state cost baseline analysis for Fortune 500 retailer's indirect spend, totaling over \$100M across three spend categories

## EDUCATION

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### Emory University, Goizueta Business School

Atlanta, GA

Bachelor of Business Administration with High Distinction; Beta Gamma Sigma; GPA: 3.85/4.00

May 2016

- Goizueta Business School Student Athlete Award (Class of 2016); Capital One Academic All-District (2x); Goizueta Business School Dean's List

## LEADERSHIP

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### Emory Men's Varsity Basketball

Atlanta, GA

Team Captain

Fall 2012 – Spring 2016

- Three-time Team Conference Champion (2013, 2015, 2016); four-time NCAA national tournament participant, including one Elite Eight and two Sweet Sixteens; All-UAA Conference Second Team (2016)
- Emory's all-time individual leader in games played
- Graduated as the winningest class in program history

## INTERESTS & SKILLS

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**Interests:** Trail running, Cooking, Meditation, Yoga, The NBA, Settlers of Catan, Wingspan board game