

# SHAAN LONDHE

San Francisco Bay Area, CA | (818) 808-2835 | shaanlondhe@gmail.com | [LinkedIn](#)

## PROFESSIONAL EXPERIENCE

### LandGate

Redwood City, CA (Remote)

#### *Product Manager*

Jun 2023 – Present

- Designed and successfully launched a power plant generation tracking system incorporating dynamic energy pricing metrics, enabling renewable energy developers to identify over 300 high-value assets and driving a \$200,000 increase in ARR
- Developed a custom ETL system with an intuitive UI, allowing internal teams to efficiently add and update critical geospatial data without developer intervention, reducing data processing time by 40% and saving an estimated \$50,000 annually
- Shipped a comprehensive data center layer with over 5,000 active and planned sites, integrating fiber optic line data and electrical grid connectivity parameters; attracted digital infrastructure clients generating \$160,000 in new subscription revenue
- Built a data-driven renewable energy M&A product utilized by 15+ clients to streamline asset acquisition processes; delivered a 50% reduction in time-to-valuation through automated data integration and advanced economic sensitivity forecasting tools
- Developed proprietary value indexes for parcels of land, equipping landowners and developers with automated site analysis on energy potential, infrastructure proximity, and zoning; improved the LandGate listing engagement-to-acquisition rate by 15%
- Collaborated with developers to build a Selenium-based automation tool with AI-driven data parsing, automating the retrieval and processing of 10,000+ solar and wind farm applications with seamless backend integration and a 20x faster workflow

### Rothschild & Co

Los Angeles, CA

#### *Investment Banking Summer Analyst*

Jun 2022 – Aug 2022

- Created and updated company profiles and reports for key stakeholders, including CarGurus and Cars.com, enabling MDs to pitch tailored investment opportunities to strategics and investors, contributing \$25 million towards a \$1.5 billion deal pipeline
- Researched the FinTech market and created a pitch deck for business development, resulting in 10+ actionable client meetings
- Contributed to the \$4.5 billion take-private of a SaaS company; drove strategic interest by creating 15 slides for management presentations, reduced analyst turnaround time by 30%, and saved the team an estimated 80 hours over the summer internship
- Designed detailed buyer profiles by analyzing \$50 billion in AUM, portfolios, and investment strategies for a private equity client seeking a co-buyer, accelerating the outreach process by 40% and boosting high-fit buyer engagement rates by 15%

### Stifel, Nicolaus, & Company

Los Angeles, CA

#### *Public Finance & Strategy Intern*

Apr 2021 – Jul 2021

- Streamlined the preparation of Requests for Proposals (RFPs) for municipal clients by automating data workflows and creating standardized, reusable templates, improving proposal accuracy and enabling the team to handle 25% more client requests
- Prepared a detailed credit rating research report for the City of Whittier, analyzing debt levels, revenue streams, and budgetary practices, which led to an upgrade to AA+ by S&P Global; improved borrowing terms by 0.7% and reduced future debt costs
- Developed a pre-pricing book for the City of Covina Lease Revenue Bond issuance, integrating comparable issuances, market trends, credit spreads, and preliminary pricing scales, which supported the successful placement of over \$200 million in bonds

### Diamond Capital Advisors

Los Angeles, CA

#### *M&A Intern*

Sep 2020 – May 2021

- Developed an interactive visualization spreadsheet for semiconductor due diligence with market drivers such as nanometer advancements and CPU architecture trends, reducing valuation time by 30% and spearheading a \$50 million deal pipeline
- Built the valuation of an IT consulting firm for a sell-side pitch, conducting comps and DCF analyses to present EBITDA and revenue multiples; facilitated a \$30 million transaction opportunity while helping secure interest from 12 potential acquirers

### TELEO Capital

Los Angeles, CA

#### *Private Equity Business Development Intern*

May 2020 – Aug 2020

- Launched a custom CRM dashboard for tracking KPIs (revenue/EBITDA growth and CAC-to-LTV ratios), analyzing 150+ targets with ~\$100 million in revenue, refining target selection accuracy by 20% and supporting 4 portfolio company deals
- Implemented a logistics solution for subsidiary Paxia, optimizing airplane galley space utilization and cargo operations; supported the response to the pandemic by reducing catering waste by 15% and achieving \$60,000 in prorated annual savings

## EDUCATION

### University of California, Los Angeles

Los Angeles, CA

#### *Bachelor of Arts in Economics, Concentration in Value Investing*

Sep 2019 – Dec 2022

- **Cumulative GPA:** 3.74 / 4.00 | **Honors and Awards:** Dean's Honors List (5x), 2022 Simon Fellowship Recipient
- **Extracurriculars:** Undergraduate Business Society, Bruin Investment & Trading Group, United Students for Veterans Health
- **Relevant Coursework:** Econometrics, Computational Finance, Competitive Strategy, Data Analysis, Value Investing

## ADDITIONAL INFORMATION

- **Skills:** SQL, R, Selenium, Figma, Miro, Salesforce, Bloomberg, FactSet, Pitchbook, S&P Capital IQ, Excel, PowerPoint
- **Interests:** ATP / WTA Tennis, MLB / NBA, Pickleball, National Parks, Off-Road, Cars, Indian Percussion, Classic Rock
- **Volunteer Work:** West LA VA / SF VA, American Red Cross, Operation Gratitude Inc. Care-Packaging Team, 500+ hours