

Shri Kolanukuduru

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EDUCATION

University of North Carolina at Chapel Hill

Bachelor of Science in Economics and Mathematics (Applied Mathematics Track)

On Leave

WORK EXPERIENCE

Stealth Startup

San Francisco, CA

Employee #1, Head of Operations

October 2021 - May 2022

- Building in stealth—B2B SaaS tool for GTM/Sales teams; Raised ~6M preemptive term sheet from Menlo Ventures, Craft Ventures, and more.
- Managed architecture for preliminary product pipelines, sprint design, feedback loops, and UI/UX reviews; onboarded 4 engineers, 10 alpha customers.
- Built infrastructure for user research using low-fidelity stack of Coda, Notion, Airtable, and Python.

Simplify (YCW21)

San Francisco, CA

Founding Team, Chief of Staff

August 2021 - Present

- Graduated from YCombinator's W21 batch; Raised over \$1.5M in venture capital from Khosla Ventures, execs at Facebook, VSCO, LinkedIn, and Handshake.
- Engineered and accelerated organic growth efforts; resulted in over 500,000 applications submitted via product and 20,000 active users at a 10% weekly userbase growth rate.
- Launched and managed Campus Manager program; built infrastructure for cohort of 50 students at 35 schools, effectively doubling marketing efforts.

Cofounders Capital

Cary, NC

Venture Capital Intern

May 2021 - August 2021

- Led 3-person MBA intern team to provide due diligence, market sizing and analysis and investment recommendations on B2B SaaS ventures in the southeast.
- Presented weekly market maps on industries of interest (future of work software, healthcare software); Sourced ViewStub (\$1M< deal).
- Collaborated with portfolio company CEO on projects aimed at maximizing monthly revenue; resulted in MRR increase from \$10k to \$44k

Bamboo (YCW20)

Lagos, Nigeria

Growth + Software Engineering Intern

April 2021 - June 2021

- Constructed SQL dashboard to consolidate and analyze metrics between marketing channels and early customer experiences including CPM, LTV, CAC, CPC, stickiness rate, active users, in-app events; resulted in time savings of 20%..
- Collaborated with Chief of Staff on channel strategy and implementation on social media (TikTok, Instagram, Twitter, etc.); increased engagement by 13% MoM.
- Spearheaded supplementary market research + growth strategy planning for expansion into Ghana; pitched revised growth strategy to CEO. **Bamboo recently raised \$15M based on this expansion.**

Chalk Fund

New York, NY

Managing Partner

August 2020 - January 2022

- Managed a ~\$5M student-run VC fund, investing primarily in student-founded deeptech/biotech companies.
- Functioned as de facto scout for 2 VC funds (~4B in AUM); sourced 2 investments in deeptech/SaaS.
- Spearheaded partnership with AWS; facilitated merger into AWS, effectively doubling sourcing scope and dealflow.

ADDITIONAL INFORMATION

Skills and Languages: R (Intermediate), SQL (Intermediate), Python (Intermediate), STATA (Advanced), JavaScript (Intermediate), English, Hindi, Telugu, Spanish

Activities and Interests: TAMID @ UNC, Open Scout/AWS Scout, Lux Libertas Ventures, Poker, GenZScouts, GenZMafia

Research Projects: A Quantitative Analysis of Startup Incentives in Python (w/ Professor Jiayi Bao); BU RISE (Computational Neurobiology); Spousal Relations and Entrepreneurship (w/ Professor Andres Hincapie)