

# Saneel Sreeni

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## EDUCATION

### University of California, Berkeley

Berkeley, CA

*Bachelor of Science, Mechanical Engineering, & Bachelor of Science, Business Administration (M.E.T.)*

*Sept. 2019 – May 2022 (expected)*

- **Cumulative GPA:** 3.91
- **ACT:** 36 (35M, 36R, 36W, 36S) | **SAT II:** (800 M), (800 Bio), (800 Physics), (800 Chemistry)
- **Relevant Coursework:** Structure and Interpretation of Computer Programs, Three-Dimensional Modeling for Design, Introduction to Product Management, Entrepreneurial Leadership, Multivariable Calculus, Principles of Business

## PROFESSIONAL EXPERIENCE

### Contrary Capital

Berkeley, CA

*Venture Partner*

*September 2019 – Present*

- Worked with two other Berkeley venture partners to source, conduct due diligence, and invest in on-campus startups, creating investment memos and arranging investments of \$50K to \$500K
- Sourced startups across verticals, including IoT, EdTech, Construction Tech, etc. and led due diligence on them by researching and evaluating respective industry trends, product market fit, and team capability
- Participated in national due diligence and provided research and input to investments in startups at other universities, including a company reimagining child care

### Independent Startup Consultant

Berkeley, CA

*Independent Consultant*

*November 2019 - Present*

- Currently working to consult and advise interesting early stage startups across verticals on a pro-bono basis, assisting with product management and development, customer acquisition, product strategy and market expansion
- Working with startup based in France building out a completely encrypted dark pool with a focus on cryptoassets and coin/token trading pairs to onboard new customers and develop product strategy
- Working with a consumer tech startup building out an anonymous chatbot app to drive deep conversations to explore their expansion into U.S. markets and their go-to-market strategy for North America

### Easy Aerial

New York, New York

*Drone Engineering and Project Management Intern*

*December 2018 – June 2019*

- Created and implemented new development pipeline for drone chassis via redesigning the exterior shell for vacuum forming, reducing chassis manufacture time by nearly 60% and allowing for mass manufacturing
- Utilized Solidworks to create custom casing to hold TCP/IP boards, enabling drones to send vital telemetry and video feed data to surveillance software
- Worked with CTO to define project timelines, scopes and budgets for the development of a tethered drone surveillance system for a private security company in Northern Brazil
- Assisted Chief Pilot and engineers in the assembly, calibration, and testing of surveillance drone systems commissioned by the Israeli Air Force and private security companies in Thailand

## LEADERSHIP ACTIVITIES

### Berkeley StEp

Berkeley, CA

*VP of Curriculum (formerly VP of Partnerships)*

*October 2019 – Present*

- Working with Berkeley's preeminent startup accelerator to engage new partners for the organization, including partnering with VCs, resource providers, other accelerators and mentors to provide support to our 40+ portfolio companies.
- Initiated a partnership with AWS to secure \$5K in credits for StEp startups, as well as office hours and business development workshops with AWS' Startup team and experienced entrepreneurs
- Will be developing StEp's curriculum and handling portfolio support and operations for StEp startups next semester.

### Starts With Soap

Atlanta, GA

*Chief Operational Officer*

*January 2019 – January 2020*

- Monitored and managed the overall growth and business operations of the 200+ member non-profit to maximize charitable impact and outreach across 19 states and 9 chapters, as well as worked with the CFO to allocate our ~\$10,000 budget
- Initiated and developed new national initiatives and special projects for the non-profit, including an upcoming documentary detailing educational inequality in underserved communities across the United States

## SKILLS, ACTIVITIES & INTERESTS

**Activities:** Kairos Society Fellow, Human Capital Campus Ambassador, Accelerated Campus Scout, Berkeley Finance Club

**Skills:** Python (NumPy, Pandas, Jupyter, Matplotlib), SQL, Git, Microsoft Suite (Intermediate), Matlab (Intermediate), Solidworks

**Interests:** Tennis, Poker, Formula 1 Racing, Meditation, Racquetball, Spikeball