

# TIAGO BONCHRISTIANO

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## Relevant Work Experience

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### Future Farm (Los Angeles, CA)

Feb 2022 – Present

#### *Investor Relations Specialist*

- Leading the company fundraise by creating decks and pitching to new investors jointly with Co-Founders and CEO, managing service providers (financial advisor and lawyers), building the company's long-term financial model, and negotiating financial and legal terms of the transaction.
- Spearheading global projects, including the 2023 Budget Plan and sourcing a new travel and expense management platform, by collaborating with each Business Unit (BU), making the bridge between the functional departments and the Brazilian HQ, and organizing project governance, workflows, and deliverables.
- Built the Investor Relations department from the ground up by managing relationships with current investors through monthly newsletters and quarterly calls, building a network with new investors and strategic partners through in-person and virtual events, handling all Board of Directors communications, planning the department yearly budget, and analyzing competitors' earnings reports and public and private market developments.

### Future Farm (Los Angeles, CA)

Jul 2021 – May 2022

#### *Business Operations Analyst*

- Worked with the Sr. Director of Food Service Sales to close the first three USA clients by pitching to buyers, deciding the selling price and investment bundle, and providing customer support with product documentation.
- Supported overall company growth and business enablement as we sold our first six containers by building and managing the company's price architecture, executing the first four events (B2B and B2C), sourcing and implementing systems (Concur and Brex), participating in the 2025 Roadmap project with Integration Consulting, and building Nielsen data dashboards in Excel to bring category insights to our commercial team.

### Future Farm (Los Angeles, CA)

Mar 2021 – Jul 2021

#### *Business Operations Analyst Intern*

- Built the North America BU from the ground up as the third hire by working cross functionally with CEO and Director of Operations, developing the regional distribution model, go-to-market strategy and org structure, complying with food safety regulations, and creating the codes of conduct, pitch decks and product catalogs.

## Sports

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### Water Polo Goalie

2011 – 2021

*UCSB D1 (2017-2021), Menlo School (2015-2017), Brazilian National Team (2015), Esporte Clube Pinheiros (2011-2015)*

- Awarded All-Academic Team (2018 and 2019), 1<sup>st</sup> Team All Gold Coast Conference and All-American Honorable Mention (2018), by keeping a GPA above 3.20 while practicing 15-20 hours weekly with weekend tournaments.

## Education

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### University of California, Santa Barbara (Goleta, CA)

Sep 2017 – Jun 2021

B.A. Economics (GPA: 3.61) and Technology Management Certificate (GPA: 4.0)

- Relevant Courses: Game Theory (A), Negotiations (A), Persuasion and Sales (A), Writing for Public Speaking (A-)
- Honors: Dean's Honors L&S (Spring 2020 – Spring 2021)

### ESCI-Universitat Pompeu Fabra (Barcelona, Spain)

Winter 2020

- Relevant Courses: International Team Management (A-)

## Skills & Interests

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- **Relevant Skills:** Fluent in English and Portuguese, Proficient in Spanish
- **Interests:** Travel (19 countries), Fitness (Gym, Soccer, Street Running, Water Polo)