

TIAGO BONCHRISTIANO

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Relevant Work Experience

Future Farm (Los Angeles, CA)

Manager, Strategy and Operations & Investor Relations

Feb 2023 – Present

- Taking full ownership of the North America Business Unit \$2M budget by developing the business plan, forecasting sales, managing the distribution network, and controlling spend.
- Leading fundraising and exit opportunities by creating decks and pitching to new investors alongside the Co-Founders and CEO, building and managing the long-term financial model, overseeing financial and legal advisors, and negotiating terms of any potential transaction.
- Decreased the monthly closure process by 8 hours by automating inventory tracking through an Excel dashboard and GL Accounts mapping through a new expense management tool.
- Increased top line by 280% May YTD vs YAGO by closing new clients (Retail & Food Service) and creating a tiered pricing structure based on distribution models.

Specialist, Investor Relations

Feb 2022 – Feb 2023

- Spearheaded the 2023 Global Business Plan by collaborating with each Business Unit, bridging functional departments and the Brazilian Headquarters, 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, fostering a network with new investors and strategic partners through in-person and virtual events, handling all communications with the Board of Directors, and analyzing competitors' earnings reports.

Analyst, Business Operations

Jul 2021 – May 2022

- Closed the first 3 USA clients with the Sr. Director of Sales by pitching to buyers, determining the selling price and investment bundle, and providing customer support with product documentation.
- Supported overall company growth as we sold the first 6 containers by building the price architecture, executing the first 4 events (B2B & B2C), creating Nielsen retail data dashboards in Excel for category and innovation insights, and collaborating on the 2025 Global Roadmap project with a leading Brazilian consulting firm.

Intern, Business Operations

Mar 2021 – Jul 2021

- Built the North America Business Unit from the ground up as the third hire by working cross functionally with the CEO and the Director of Operations to develop the regional distribution model and organizational structure, ensuring that products were compliant with food safety regulations, and officially launching the go-to-market strategy.

Education

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 (4 Quarters, Spring 2020 – Spring 2021)

ESCI-Universitat Pompeu Fabra (Barcelona, Spain)

Jan 2020 – Mar 2020

- Relevant Course: International Team Management (A-)

Sports

Water Polo Goalie

2011 – Present

Esporte Clube Pinheiros, Brazilian National Team, Menlo School, UCSB NCAA D1, Nashville Channel Cats (Masters)

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

Skills & Interests

- **Relevant Skills:** Fluent in English and Portuguese, proficient in Spanish.
- **Interests:** Running (Nashville Running Club Member), Travel (19 countries).