

Abishek Dharshan (Abi)

Operational project manager and venture capital analyst scaling companies at the intersection of fintech, crypto and AI
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Education

Minerva Schools at KGI

San Francisco, CA

B.S. Strategic Finance and Economics Double Major, 3.87/4.0 GPA

2017 - 2021

- Living and learning in 7 cities (4 continents) to gain global empathy; admitted to college with **2% acceptance rate**
- Sample courses: *Econometrics* (Stata & R); *Capital Structuring & Venture Valuation* (Corporate Finance); *Formal Analysis/Causal Inference* (Python & Data Analytics); *Global Enterprise Strategy* (Financial Accounting)

Experience

Zerion Inc. (#1 DeFi brokerage w/ \$250M monthly volume)

San Francisco, CA

Growth Product Manager / Head of Community

May '20 - Present

- Steered a cross-functional team in engineering Zerion's product marketing, strategy, & biz dev from scratch, scaling its user-base 1,200% to 240,000 MAUs in just 8 months & \$700M+ in total trading volume. Just closed Series A round.
- Growth hacked Zerion's apps via tests & viral content, understanding client needs to inform app requirements. Shepherded 60+ strategic partnerships with investors/users including the likes of RAC, DCG, Elon Musk, & other DeFi institutions.

Radical Ventures (\$350 Million AI fund)

Toronto, Canada

Financial Analyst

Oct '20 - April '21

- Executed core venture capital processes, including due-diligence & investment research to source a pipeline of \$1M-3M Series A investments. Deal advisory for 4 AI investments across AI in Capital Markets, RPA, & Healthcare EHR.
- Defined value-creation strategies for future investments in the remaining fund allocation, presenting results of thesis-building to senior principals (ex-KKR, Blackstone) & board members. Originated AI theses on Blockchain Risk & Back-Office Finance.

Wolfram (Creators of Wolfram | Alpha & Mathematica)

Chicago, IL

Associate Product Management Intern

April '19 - June '20

- Advised the biz analytics team on the required data, technical research, & inference methods (regression in R, growth strategy) for corporate technology solutions, raising Wolfram | Alpha's global traffic 3x to 12M average monthly visits (Q2 2019-Q4 2020).
- Consulted on Wolfram's mobile monetization with Apple's product team (Siri) & led Wolfram's 1st ever organic search campaign (1.8x rise in SERPs), leading to a full-time marketing manager hire.

Dalberg Global Development Advisors (Management Consulting Firm)

San Francisco, CA

Strategic Consulting Intern

Jan '18 - April '18

- Collated financials of cost overruns on government contracts, consolidated findings, & presented recommendations to project clients including the San Francisco Housing Authority, enabling scenario analysis for long-range planning.
- Supported senior consultants at Dalberg, performing due diligence & creating an activity-based costing model to give visibility to true operating costs & incentivize inclusive development.

Projects

Tokyo, Japan

dBay: Non-fungible token (NFT) marketplace, Co-founder & COO

Jun '18 - Jun '19

- Co-founded dBay, an ERC-721 web-3 aggregator with a \$500k seed grant (Hitomedia Ventures) & took the app to market within 4 months. dBay ranked #3 on [Product Hunt](#); acquired by Hitomedia in 2019 ([Case](#))

Cryptoticker: Open Finance News Platform, Associate Editor

Jun '18 - Aug '19

- Spearheaded CryptoTicker's content roadmap: topics include blockchain, fintech SaaS, cryptography, RegTech, DeFi. Built sales funnel from scratch, securing multiple five-digit deals for the company. Written 498 informative articles & op-eds, scaled monthly visits from 5,000 to over 100,000 in 3 months.

Leadership & Activities

Serial Conference Consultant, *Finimize Buenos Aires (2020)*, *AltFi Summit Berlin (2019)*, *TokenFest SF (2018)*

Co-chair & Founding Member, *Minerva Consulting Club*

Aug '18 - Present

- Organized weekly case interview workshops with senior consultants from Bain Capital & McKinsey to advise students on breaking into Management Consulting.

Skills

Technical: Financial Modelling (Excel), R, Stata, Python, Wordpress, CRM (Salesforce/Hubspot), SQL, PowerBI

Non-technical: Data Analytics (Google Analytics/Amplitude), Market Research, Branding, Growth Hacking, Project Management (JIRA/Asana), Design (Figma, Axure RP)

Interests: Hiking (Climbed Mt Fuji), Biking (Biked across the World), Classical Percussion