

Dev Nambiar

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PROFESSIONAL SUMMARY

Founder's Office Growth & Strategy Associate and CFA Level I passer (Level II candidate, 2027) with hands-on experience across business strategy, go-to-market, fundraising support, and financial modelling. Supported £90,000+ secured in fundraising, structured a £65M collateral-backed financing pipeline, raised \$45K in event sponsorship, and shipped AI-driven automations and dashboards. Final-year BBA (Hons) student at Kingston University, London. Targeting growth in venture operations alongside graduate opportunities in investment banking, private equity, and finance operations.

WORK EXPERIENCE

Growth & Strategy Associate — Founder's Office Jun 2026 – Present

Compliance Foundry (with Fixpliance AI & Comperis Cybersecurity) · Full-time

- Work directly with the leadership team on business direction, growth planning, and market/competitor/pricing research across three verticals: compliance managed services, AI compliance products, and cybersecurity advisory.
- Build go-to-market plans, outreach campaigns, client-facing decks, proposals, and LinkedIn/email campaigns; support high-ticket B2B deal development, pipeline tracking, and deal documentation.
- Support fundraising preparation: investor mapping, financial models, forecasts, valuation support, pitch decks, term sheets, and investment memos; evaluate partners, advisors, and channel opportunities.
- Create AI-enabled workflows, dashboards, trackers, SOPs, and internal systems improving outreach, reporting, and management visibility.

Lead Coordinator — Annual Conference 2026 (Contract) May 2026 – Present

ISACA Silicon Valley Chapter (engaged via Compliance Foundry Inc.)

- Serve as primary operational touchpoint for the ISACA Silicon Valley Annual Conference 2026; raised \$45K in sponsorship to date through sponsorship outreach and fundraising.
- Manage sponsor onboarding and communications, speaker management, conference logistics, and LinkedIn marketing & promotions for the local chapter of a 185,000-member global professional association.

Co-Founder & Operations Manager Aug 2024 – Aug 2025

Tri Tec EV

- Built investor-ready financial models, pitch decks, and forecasts; supported an LBO analysis for a large-scale EV plant and led fundraising support for a £900,000 E-Bus technology raise, securing £90,000 with pipeline ongoing.
- Structured a £65M collateral-backed financing pipeline; negotiated funding agreements with sustainable-mobility OEMs and sovereign entities including Dubai RTA and the Government of Sri Lanka; advised Octarange Batteries on fundraising materials and investor calls.
- Designed AI-driven reporting dashboards and deployed an n8n LinkedIn automation growing the audience from 0 to 230+ followers in one month; managed lead tracking, market research, and deal-structuring support.

Operations & Business Development Intern Aug 2023 – Apr 2024

Growwiser

- Supported candidate profiling, CV screening, and data organisation to streamline recruitment; contributed to sales outreach and pipeline management.

EDUCATION

BBA (Hons) Business Administration — Final Year Sep 2023 – Present

Kingston University, London

Class XII – Commerce (CBSE), 84.6% · Class X (CBSE), 91.6% 2021 – 2023

New Era Senior Secondary School, Vadodara, India

CERTIFICATIONS

CFA Program Level I — Passed · CFA Institute (Level II candidate, 2027)	Oct 2025
The Complete Investment Banking Course 2025 — 365 Careers	Sep 2025
Automated Financial Reporting with AI — LinkedIn Learning	Sep 2025
AgilePM® Foundation & Praxis Framework™ Foundation — ILX Group	May 2025
Equity Markets Analyst Programme — Finlatics	Dec 2024

KEY SKILLS

Finance & Analysis: Financial Modelling (DCF, LBO) · Equity Valuation · Deal Structuring · Investor Presentations · Fundraising Support · Investment Banking Fundamentals

Growth & Strategy: Go-to-Market Planning · Business Development · Market & Competitor Research · Partnerships · Marketing Campaigns · Pipeline Management · Deal Documentation

Technology: AI Workflow Automation (n8n) · AI-Driven Dashboards · Financial Reporting Automation · Internal Systems & SOPs · Microsoft Office Suite