



Ashutosh Sinha

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Summary

Strategy & operations professional with 6+ years of experience in high-growth startups and venture capital. Proven track record in scaling businesses, leading fundraising and M&A and driving growth across technology and EV sectors. Analytical and execution-focused, with strong cross-functional leadership and a consistent record of delivering results in fast-paced, data-driven environments.

Professional Experience

Head of Corporate Development and M&A | Outbox Ventures | San Francisco, USA

Aug2024–Aug 2025

- Led corporate development and investor relations for a cross-border VC platform, working directly with the founding partner to drive \$100M+ fundraising efforts, managing relationships with 20+ global LPs across North America and MENA
- Built and executed end-to-end fundraising strategy, including investor pipeline development, financial models, and data room creation, improving investor conversion rates by 15%
- Sourced and evaluated 50+ M&A and investment opportunities annually, conducting structured market sizing, commercial due diligence and valuation analysis to support investment decisions
- Established 5+ strategic partnerships with leading accelerators (e.g., Y Combinator, Sanabil), increasing qualified deal flow by 30% and expanding geographic reach across key markets
- Advised portfolio companies on go-to-market strategy, hiring, and capital planning, contributing to \$15M+ follow-on funding raised

Senior Program Manager – CEO’s Office | OLA Electric | Bengaluru, India

Dec2021 – Jul 2024

- Drove corporate development initiatives across fundraising, investor relations, and M&A for OLA Group, supporting strategic positioning and expansion in the EV and mobility sectors
- Led execution of multiple capital raises, including \$301M and \$140M equity rounds and \$240M in debt financing, enabling scale-up of operations and acceleration of technology investments
- Played a key role in IPO execution (Aug 2024), delivering a \$737M public issue at a \$7B valuation, with strong pre-listing oversubscription reflecting robust investor demand

Senior Manager – Business Operations (CEO’s Office) | Rapido | Bengaluru, India

Dec2018– Dec 2021

- Secured \$52M Series C funding (led by Westbridge, Nexus) and supported \$20M across Series A & B, strengthening capital base to fund aggressive expansion
- Led end-to-end expansion from 4 to 95 cities, designing scalable market-entry playbooks and operating models to enable rapid, repeatable growth
- Owned P&L and market strategy across regions, driving customer acquisition and retention through data-driven GTM initiatives and strategic partnerships
- Built and scaled a 30+ member city leadership team, hiring and training city heads while standardizing launch and operational processes across markets

Operations & Logistics Consultant | Uber | Gurgaon, India

Aug2017–Nov2018

- Led launch of Uber Auto in Indore, driving driver-partner onboarding and designing targeted incentive programs to accelerate early adoption and supply ramp-up
- Owned supply–demand strategy for the Auto vertical, optimizing pricing, incentives and marketplace balance to improve utilization and reduce wait times

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad | Dubai

2025 – 2026

-Alumni & External Relations Secretary

Bachelor of Technology, Civil Engineering – JECRC, Jaipur | India

2013 – 2017

Extra-Curriculars & Accomplishments

- Former President, Entrepreneurship Cell: Led Rajasthan’s first college-led Entrepreneurship Summit, organizing workshops, speaker sessions and startup competitions; scaled community to 250+ active members
- Represented state at national level in badminton; won Mixed Doubles title (2012)
- Interests: Entrepreneurship, community building, startup ecosystem development