# HANNAN VOHRA

Strategy & Operations · Founder's Office
hannanvohra310@gmail.com | +91-9717416604 | linkedin.com/in/hannanvohra | Delhi, India

## SUMMARY

Operator with 6 years of experience across fintech, edtech, consulting and consumer F&B. Founded an edtech venture and turned around a loss-making restaurant business, owning P&L, GTM and operations end to end. Have worked directly with founders and COOs to take initiatives from zero to one, run operating rhythms and build AI-powered systems that turn data into decisions.

## WORK EXPERIENCE

**Founder | Edkare** — **Aug 2024 – Aug 2026**

- Took a career-exploration venture from 0 to **8 partner schools** and **1,800+ students** in under 24 months, with a **4.7/5** session rating and **100% of students** requesting continuation.
- Built the B2B GTM engine from scratch: mapped **175+ schools** and **65+ colleges** into a CRM, tiered accounts by fit and ran a demo-led funnel that converted **12 demos** into **3 paid pilots** and **2 signed MOUs** (**67% pilot-to-MOU**).
- Launched two new product lines across the student journey: **Buddy AI**, an AI career-discovery tool, and **World Ready**, a college job-readiness program.
- Developed **englyy**, an AI-powered English learning tool, as an additional product offering.

**Strategy & Operations Consultant (Contract) | Inner Compass Ventures** — **Feb 2024 – Jul 2024**

- Took a new education venture from concept to market launch in **5 months** for a senior McKinsey partner, owning research, GTM strategy, product development and pilot operations end to end.
- Generated **₹21L** in pilot revenue at **50% margins**, with a **4.8/5** program satisfaction rating.

**Chief of Staff, Strategy & Operations | SandMartin** — **Sep 2023 – Dec 2023**

- Worked directly with the promoter on company-wide initiatives; built the executive KPI dashboard and ran monthly MIS and cross-functional business reviews.

**Associate, COO's Office | Tyke** — **Sep 2022 – Sep 2023**

- Drove operational improvements in the COO's office that supported scaling daily GTV **10x (₹20L to ₹2Cr)** within 12 months.
- Automated end-to-end fundraising workflows, cutting turnaround from **21 to 14 days** (33%) and saving **3+ hours** daily.
- Owned fundraising operations for **50+ startup founders**; built the COO's management dashboards tracking revenue, deal pipeline and operational KPIs.

**Investment Banking Executive | Aurigin** — **Jan 2022 – Jun 2022**

- Led GTM and business development for the North American market; built partnerships that grew mandated deal flow **4x**.

**Analyst | Better Mortgage** — **Jun 2020 – Dec 2021**

- Underwrote residential mortgage loans across debt ratios, loan-to-value, credit scores and property valuations, and managed the loan approval workflow.

## PROJECTS & INDEPENDENT CONSULTING

**Independent Consulting | Mana Family Office** — **Oct 2024 – Jan 2025; Jun 2026 – Jul 2026**

- Built an expert network of mining geologists and former industry operators to support due diligence on gold-mine investments in South Africa.
- Supported the digital launch of the Chairman's book, *The Entropy Trap*, across Substack, X and Amazon; the book ranked **#1 in multiple Amazon categories**.
- Sourced and vetted subject-matter experts globally, including academics from **MIT**, for a personalized learning program for the Chairman's family.

**TMK Foods | Restaurant Turnaround**

- Took over a loss-making **5-brand** restaurant business and restructured ownership with new partners. Shut 3 brands to focus on 2, scaling revenue **3.6x (₹50L to ₹1.8Cr)** and turning the business PAT-positive with **₹30L+** in annual profit.
- Repositioned the brands with a new menu and creator-led marketing (**12M+ Instagram impressions**); opened **2 franchised outlets** for one brand.
- Built an **AI-powered operating system** (daily P&L, POS analytics, dashboards) and SOPs, cutting owner time to **4 hours/week** with full visibility on sales, cost and margin.

## EDUCATION & SKILLS

**Bachelor of Commerce**, Delhi College of Arts & Commerce, Delhi University — **2020**

**Skills:** Zero-to-One Execution · Funnel & Unit Economics Analysis · Operating Cadence & MIS · Cross-functional Alignment · AI Automation & Workflow Design · GTM & Partnerships · Stakeholder Management