



Maria Ben

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Summary

Investment professional with cross-sector experience in venture capital, M&A, risk advisory and deep exposure to the startup ecosystem. Passionate about tackling systemic challenges through strategic capital deployment in climate tech, financial inclusion, and essential services.

Professional Experience

Investment Analyst | Omidyar Network India | Bangalore

- Played a key role in investments across agritech, financial inclusion, B2B commerce, and climate tech totalling ~\$6.5mn
- Led sector research in Agritech and Climate Tech
 - Evaluated 150+ startups raising \$0.5–5mn
 - Conducted deep-dive sector analyses and identified fund-level investment theses
 - Engaged with founders, incubators, and co-investors to refine pipeline and strategy
- Co-led a collaborative agritech study with Boston Consulting Group, engaging 30+ ecosystem stakeholders to identify scalable capital solutions for enhancing smallholder farmer incomes.
- Developed investment memos, financial models, market research and impact assessments across early-stage transactions.

Investment Analyst | Aavishkaar Capital | Mumbai

- Sourced and evaluated 100+ startups across Agritech, Financial Inclusion, and Essential Services, including Circularity, EV & Logistics, B2B Marketplaces, and Consumer.
Progressed 4+ deals to advanced stages including:
 - ~\$3mn in a full-stack EV infra firm (hardware + SaaS for charge/fleet management)
 - ~\$5mn in a digital-first insurtech simplifying microinsurance access
 - ~\$5mn in a B2B commerce platform linking Indian artisans to global buyers
 - ~\$3M investment in an EV components player specializing in battery management systems and safety-critical electronics
- Built sector-specific investment primers, including an Agritech landscape report mapping 60+ startups and identifying thematic opportunities and whitespace.
- Supported business model evaluation and contributed to due diligence, valuation, and impact thesis development.
- Contributed to portfolio management for Nepra and GoBolt, including performance tracking, and business planning.

Investment Banking Analyst | PwC India | Gurgaon

- Advised on M&A, restructuring, and fundraising transactions as part of the front-end Deals Advisory team.
- Contributed to 10+ investment proposals and 35+ teasers across sectors including steel, pharma, hospitality, power, and utilities to support business development and deal execution.
- Key mandates include:
 - Advising a leading Indian apparel brand on a fund-raise mandate worth ~USD 3.5mn
 - Acquisition of a pharma company under liquidation for a reserve price of ~USD 65mn by a global biotech player
 - Advisory for an integrated steel manufacturing facility under divestment for a buy side mandate of ~USD 220mn

Risk Analyst | KPMG India | Gurgaon

- Revamped a Risk Control Matrix with 20+ reforms for a leading FMCG player to streamline its acquisition worth ~USD 450mn
- Analyzed and tested 150+ Internal Controls for a leading Paints & Coatings manufacturer having revenue of ~USD 350mn across multiple processes like Procurement to Pay, HR & Payroll, Marketing, Accounts Payable, Direct Procurement, etc.
- Identified 25+ potential risk areas and recommended mitigation plans as part of an IA engagement for an Indian media conglomerate.

Education

BSc. (Hons) Economics and Finance – Ashoka University | Sonipat

Accomplishments and Awards

- Best Pitch Award at Ashoka Business Conclave 2019 (75+ Teams)
- Selected from 150+ students for Global Accelerator Program 2019 (GAP) at National University of Singapore (NUS)
- First Prize at Startup Ashoka 2018 (200+ Participants)
- Best Pitch Award at Ashoka Leadership Summit 2017 (250+ Participants)

License & Certifications

- New York Institute of Finance: M&A Concepts and Theories (Advanced) Certification
- Lean Six Sigma, Green Belt Certification
- Research Analyst Certification Exam, National Institute of Securities Market (NISM)
- Securities Operations and Risk Management Certification, NISM
- Excel Skills for Business: Advanced, Coursera

Extra Curriculars

- Elected as Career Affairs Secretary for PGPX 2025-26; Part of 61st Student Council at IIMA
- President of Ashoka University's Investments Club leading a team of 30+ finance enthusiasts
- Co-founded Bodhi Capital, Ashoka University's student managed investment fund with focus on value investing