



Jayshree Agarwal

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Summary

Strategy and finance professional across venture capital, CFO mandates, and founder's office advisory, operating in the startup and impact ecosystem at the intersection of capital, strategy, and finance. Adept at valuations, financial planning, and field-level diligence, advising VC funds, founders, boards, and institutional donors on investment and growth decisions.

Professional Experience

Associate Partner | Sarthana Advisors LLP | Bangalore

Figures converted at ₹80/\$.

VC, Due Diligence & Transaction Advisory

- Evaluated expansion plan of a FMCG startup for a VC's \$12.5M investment decision; analyzed unit economics, cost structures & regional scalability across a 252-store rollout through a 3-week turnaround.
- Restructured a \$12.5M deal to a phased, pilot led rollout (125 stores vs. 252), cutting funding ask to \$6M; shielding the fund from capital exposure & drafted data-backed term sheet inputs on tranches & capital allocation rules.
- Led business & financial due diligence of \$1.6M healthcare target for an impact VC fund; conducted field visits across 8+ competitors, alongside the founders & investors to validate market realities steering it to milestone based funding.
- Advised global funder on investment readiness of a healthcare enterprise; deconstructed enterprise legacy operations to evaluate 3 business units & present recommendations to the Asia Head, delivering 15-20% overhead savings.
- Evaluated 5+ (Seed to Series A) investment opportunities; formulated investment theses, memos, & risk mitigation frameworks; on capital deployment with structured Invest / Pass / Conditional recommendations.
- Audited 15+ core metrics (CAC, LTV, Margins, payback) against global benchmarks to identify structural gaps.

Financial Planning and Analysis

- Served as fractional CFO to the leadership of a \$16M donor funded nonprofit; built AOP, MIS, ensured institutional donor compliance, reviewed P&Ls & fund allocation across multi-disciplinary programs with the Director & Board.
- Owned FP&A function of a \$1.4M revenue B2B SaaS growth startup; institutionalized a dashboard integrating MRR, sales pipeline, receivables & KPIs across 60+ clients, serving as Board's primary tool for strategic trade-offs & decisions.
- Extended runway by 5 months during a liquidity crunch by strategically renegotiating vendor payment schedules.
- Deployed a treasury strategy for a nonprofit by mapping inflows against program timelines; deployed surplus to generate \$40-75K in incremental annual returns to fund core operations.
- Engineered a factor driven cost framework across programs of ~\$1.6M/yr, compressing B vs A variance by 5%.
- Built a SKU level classification & data standardization for \$1M ARR portfolio, accelerating monthly close by 5 days.
- Built foundational strategy & revenue model for a pre-revenue digital health venture covering budgets, pricing and unit economics which enabled the venture to secure a \$3.75M government grant.
- Partnered with a startup to diagnose funnel friction, driving a 19% increase in MRR.
- Ran a profitability diagnostic across 30-40 projects for the founders of an impact consulting firm; drove the exit of accounts earning 10-12% margins and reallocated capacity toward streams yielding ~30%.
- Uncovered 15% systemic effort overruns through utilization audits & corrected the structural contract mispricing.
- Merged 5 fragmented trackers into one executive dashboard & drove leadership review preparation time from 20 to 10 days.

Equity and ESOP Valuations

- Built 10+ valuation models using DCF, comparables & VC method for companies valued at \$6-19M across SaaS, retail, healthcare and edtech; models anchored institutional fundraising rounds.
- Designed 5+ ESOP valuation frameworks using Black-Scholes & FMV model; largest covered a 500+ employee workforce.
- Engineered dynamic cap table simulators to track founder/investor dilution across successive funding rounds

Education

CFA Charter holder – CFA Institute | India

Bachelor's in business administration (Finance) – J. D. Birla Institute (Department of Management) | Kolkata

Accomplishments and Awards

- Awarded 25% Merit based entry Scholarship for pursuing MBA (PGPX) at IIM Ahmedabad
- Awarded Level 4 Merit based Scholarship for pursuing an entrepreneurial journey, Jagriti Yatra, by SBI.
- Winner (Top1/50 teams; 500 participants), Business Plan competition organized by Jagriti Yatra.
- Organized Leo ISAAME, a flagship 3-day international leadership conference uniting youth leaders from India, South Asia, Africa & the Middle East to foster collaboration, leadership development, and community service innovation.

License & Certifications

- Financial Modelling & Valuation Analyst (FMVA®), Corporate Finance Institute
- Strategy Consulting Job Simulation, BCG
- Corporate training in Advanced Excel (Advanced Statistical Analysis, Options Strategies Dashboard, Financial Modelling, Capital Structure, DDM, FCF, Macros, VBA, Scenario Analysis), Aswini Bajaj, India

Co/Extra-curricular

- Diploma in Painting from Chitra Sagar Examination from Surabharti Sangeet Parishad, 2010-2017