



Maria Ben

E-Mail: x25mariab@iima.ac.in Mobile: +91 9053026512 LinkedIn: <https://www.linkedin.com/in/mariabenn/>

Summary

Investment professional with a proven track record in venture capital, M&A, and strategic advisory. Skilled in originating and executing high-impact investments, conducting sector research, and collaborating with global consulting firms and ecosystem stakeholders to unlock scalable solutions. Adept at translating market insights into actionable strategies, building founder relationships, and driving capital deployment that delivers both financial returns and systemic impact.

Professional Experience

Investment Analyst | Omidyar Network India | Bangalore

Jun 2023 – Dec 2024

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

Investment Analyst | Aavishkaar Capital | Mumbai

Jan 2022 – May 2023

- 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:
 - ~\$3M in a full-stack EV infra firm (hardware + SaaS for charge/fleet management)
 - ~\$5M in a digital-first insurtech simplifying microinsurance access
 - ~\$5M 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.
- Led monthly MIS and strategy calls for portfolio companies supporting budgeting, performance tracking, and business planning.

Investment Banking Analyst | PwC India | Gurgaon

May 2021 – Dec 2021

- 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 ~\$3.5M
 - Acquisition of a pharma company under liquidation for a reserve price of ~\$65M by a global biotech player
 - Advisory for an integrated steel manufacturing facility under divestment for a buy side mandate of ~\$220M

Risk Analyst | KPMG India | Gurgaon

Nov 2020 – Apr 2021

- Part of the Governance, Risk & Compliance Services practice, working across clients in FMCG, Media, and Manufacturing sectors.
- Conducted Internal Audits, IFC testing, and process reviews across functions like Procurement-to-Pay, Payroll, Marketing, and Accounts Payable.
- Revamped a Risk Control Matrix with 20+ reforms for a leading FMCG player to streamline its acquisition worth ~\$450M.
- Analyzed and tested 150+ Internal Controls for a leading Paints & Coatings manufacturer having revenue of ~\$350M 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

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

2025 – 2026

Accomplishments

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

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 a focus on value investing