



Prakhar Singh

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Summary

Venture Capitalist with **8+ years of experience mobilising \$25M+ in capital** across venture investing, debt financing and philanthropy; partnering with startup founders and leadership teams on strategy, GTM, fundraising and market expansion; building teams and organisations from the ground up.

Professional Experience

Investment Associate | Enzia Ventures | Bengaluru

- Sourced and evaluated **1,500+ startups across education, healthcare and climate**; conducted financial, market, founder and impact diligence; presented 10 deals to the Investment Committee, resulting in two investments of \$1.5M+ each.
- Enabled Circle Health (portfolio company) to secure a \$7M USA client contract and close its **follow-on Series B fundraise** by strengthening investor narrative, running mock pitches and facilitating investor introductions.
- Authored [Enzia's first impact thesis](#) and impact framework; led **impact measurement across 12 portfolio companies, tracking 350K+ beneficiaries** with 90% of companies meeting gender inclusion standards and initiatives aligned with 8 UN SDGs.
- Drove a 2× increase in inbound deal flow by developing Enzia's thought leadership through 4 sector-specific investment theses across [AI in healthcare](#), sustainable packaging, waste circularity and sustainable agriculture.
- Supported Enzia's Fund II raise by mapping 500+ LPs and co-investors globally across thesis, check size, sector preferences and contact pathways to inform investor outreach; produced 30+ LP decks, fund updates and standardized investor materials.

Portfolio Associate | Yunus Social Business | Bengaluru

- Led **2 cohorts of a 6-month investment-readiness accelerator** selecting 24 startups from a pool of 300+; designed curriculum across strategy, finance, impact and investor readiness; 50%+ of graduates raised \$2M+ within 3 months.
- **Managed \$1M budget supporting 18 India portfolio companies**, driving capacity-building across legal, marketing, organizational development and founder capability; led portfolio learning initiatives on fundraising, hiring and scaling.
- Led portfolio impact measurement by developing company-level KPIs and standardized reporting systems tracking 1M+ lives impacted, 100K+ income improvements and 4M+ tonnes of CO₂ emissions averted.
- Co-developed YSB's **global impact measurement framework with teams across India, LATAM and East Africa**; piloted the framework in India before its adoption across all 3 regions.
- Enabled 2× operational scale at a Brazilian portfolio company by identifying cross-portfolio synergies with an Indian waste management company and facilitating knowledge transfer on plant operations, unit economics and market expansion.
- Developed insights for Cashpor Microfinance (portfolio company with \$500M AUM, 3.8M households) through field visits, analysis of tech-enabled disbursement and borrower tracking; authored a portfolio knowledge report adopted by Berlin HQ.

Founding Manager | The Convergence Foundation | New Delhi

- Hired as the **first employee at Accelerate Indian Philanthropy** (platform to catalyze high-impact philanthropy), a portfolio venture within The Convergence Foundation; co-developed its mission, strategy, operating infrastructure and hiring systems.
- Secured **\$2M from the Bill & Melinda Gates Foundation** by developing the grant proposal, fundraising materials and investment pitch — a grant expected to **catalyze \$25M+ in philanthropic capital** over 5 years in India.
- **Mobilized \$5M from 20+ HNIs** through an exclusive membership-based philanthropy platform; onboarded leading philanthropists (e.g. Ashish Dhawan, Rohini Nilekani, RK Damani, Amit Chandra) as founding partners of AIP.
- Built a network of 100+ nonprofits across India, working closely with founders to refine organizational thesis and strategy, strengthen positioning for philanthropic capital and connect with relevant philanthropists and HNIs.
- Evaluated 65+ Indian nonprofits based on organizational maturity, impact, leadership and scalability to develop a [replicable scaling playbook](#); applied it with 3 education nonprofits to design scaling strategies that helped 2× their geographic reach.

Legislative Assistant to Members of Parliament | PRS Legislative Research | New Delhi

- Enabled the MP to **achieve 3.5x national-average debate participation, 2.3x national-average questions raised**, contributing to 239 debates, 677 questions raised and 21 Private Member Bills through research briefs and legislative drafting.
- Contributed to **\$50M in allocations for MSMEs**, startups and entrepreneurship; conducted policy analysis and research for the Parliamentary Standing Committee on Skill Development & Entrepreneurship.
- Directed \$1.2M in constituency development funds, conducting needs assessments across 10+ villages and prioritizing 12 infrastructure projects that expanded education access to 2,000+ students and clean-water access to 100+ families.

Education

B.Sc. Economics (H), Symbiosis International University | Pune

Accomplishments and Awards

- **Promoted by The Convergence Foundation** to serve as Founding Manager of Accelerate Indian Philanthropy, building the new organization from scratch; promotion reflected strong performance and leadership trust from Ashish Dhawan (founder).
- Built and shipped multiple [AI-powered products](#) ([GitHub Link](#)), including Freewisper, an offline speech-to-text tool, spanning productivity, personal finance and education.

License & Certifications

- Financial Modeling & Valuation Certification, Coursera
- Lean Six Sigma, Green Belt Certification, KPMG
- Excel Skills for Business: Advanced, Coursera

Co/Extra-curricular

- Built a 500+ member [AI community on WhatsApp](#), sharing hands-on experiments, curated resources and practical learnings on AI for non-technical professionals.
- Selected as the **PGPX Cell Head of the Entrepreneurship & Venture Capital Club**, leading a 5-member team and bringing 15+ prominent founders and industry leaders, including Skyroot, Zouk, Ditto Insurance, Info Edge Ventures, and others.
- Created and hosted [Made in Bharat podcast on Spotify](#) spotlighting 5 startup founders from India's underserved regions to uncover stories of entrepreneurship, resilience and innovation transforming the country's next wave of economic growth.
- Authored research on India's student assessment ecosystem, diagnosing systemic flaws and proposing independent evaluation, technology and data forensics to improve learning-data reliability (Published in [Ideas for India](#)).
- Authored an analysis of the Sabarimala verdict, critiquing the constitutional basis of women's entry restrictions and examining tensions between religious freedom, gender equality and judicial review (Published in [Economic & Political Weekly](#)).
- Authored an analysis of parliamentary productivity, challenging headline productivity metrics and highlighting the importance of legislative quality, committee scrutiny and deliberation (Published in [The Telegraph](#)).
- Authored an analysis of judicial overreach and populist impulses in India, arguing for greater judicial restraint and institutional boundaries (Published in [Mint](#)).