

# TIAGO BONCHRISTIANO

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## Work Experience

### FUTURE FARM

Los Angeles, CA

#### Manager, Strategy and Operations & Investor Relations

Feb 2023 – Sep 2023

- Future Farm is the first Brazilian FoodTech. Through its vertically integrated manufacturing and decentralized innovation process, the company crafts clean label plant-based products, selling them to over 30 countries worldwide. Two years after joining the North America Business Unit as an intern, I oversaw the region's P&L and \$2M budget with the goal of increasing market share while ensuring financial viability.

#### Strategy and Operations

- Developed the area's business plan, forecasted sales, managed the distribution network, and controlled spend.
- Decreased monthly closure process by 8 hours by automating inventory tracking through an Excel dashboard and GL Accounts mapping through a new expense management tool.
- Increased product margins by 7% by developing a new distribution network that sells directly to domestic distributors or end clients and reduces supply chain layers, as we transitioned away from selling to one major go-to distributor.
- Increased 1H2023 top-line by 368% and improved bottom-line by 63% vs same period YAGO by closing new clients (Retail & Food Service), creating a tiered pricing structure based on distribution models, and carefully managing the region's OPEX.

#### Investor Relations

- Led fundraising and exit opportunities by creating decks and pitching to new investors alongside Co-founders and CEO, building the long-term financial model, overseeing financial and legal advisors, and negotiating terms of any transaction.
- Sourced a \$7.5M check size opportunity by driving end-to-end execution of a Series D capital raise.

#### Specialist, Investor Relations

Feb 2022 – Feb 2023

- Spearheaded the 2023 Global Business Plan by collaborating with each Business Unit, bridging functional departments and Brazilian HQ, and organizing project governance, workflows, and deliverables.
- Built the Investor Relations department from the ground up by (i) managing relationships with current investors through monthly newsletters and quarterly calls, (ii) fostering a network with new investors and strategic partners through in-person and virtual events, and (iii) handling all communications with the Board of Directors.

#### Analyst, Business Operations (Intern from Mar 2021 – Jul 2021)

Jul 2021 – May 2022

- Built the North America Business Unit from the ground up as the 3<sup>rd</sup> hire by (i) working cross functionally with CEO and Director of Operations to develop the regional distribution model and organizational structure, (ii) ensuring products compliance with food safety regulations, and (iii) officially launching the go-to-market strategy.
- Closed the first 3 USA clients with the Sr. Director of Sales by pitching to buyers, determining selling price and investment bundle, and providing customer support with product documentation.
- Supported overall company growth as we sold the first 6 containers by (i) building the region's price architecture, (ii) executing the first 4 Sales and Marketing events (B2B & B2C), (iii) creating Nielsen retail data dashboards for category and innovation insights, and (iv) collaborating on the 2025 Global Roadmap with a leading Brazilian consulting firm.

## Education

### University of California, Santa Barbara (Goleta, CA)

Jul 2017 – Jun 2021

B.A. Economics (GPA: 3.61) and Technology Management Certificate (GPA: 4.0)

- Honors: Dean's Honors L&S (4 Quarters, Spring 2020 – Spring 2021).

### ESCI-Universitat Pompeu Fabra (Barcelona, Spain)

## Volunteering & Sports

### The Climate Reality Project – Los Angeles Chapter

Aug 2021 – Jul 2022

#### Fundraising Volunteer

- Doubled funds raised in the second semester of 2021 compared to prior semester by launching an Email and Instagram campaign, increasing donation communications with the chapter members, and facilitating access to the donation link.

### Water Polo Goalie

Feb 2011 – Present

Esporte Clube Pinheiros, Brazilian National Team, Menlo School, UCSB NCAA D1, Nashville Channel Cats (Masters)

- Volunteer goalie coach for the Nashville Channel Cats youth co-ed team of 15 players.
- Awarded NCAA All-Academic Team (2018 & 2019) and 1<sup>st</sup> Team All Gold Coast Conference & All-American Honorable Mention (2018) by keeping a GPA above 3.20 while practicing 20 hours weekly with additional weekend tournaments.

**Skills:** Fluent in English & Portuguese, proficient in Spanish. **Interests:** Nashville Running Club Member, Travel (19 countries).