

DILIP SHARMA

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SUMMARY

I am an ex-founder & founder's office person with hands-on experience in B2B SaaS, IoT, and venture building.

Strategic and entrepreneurial mindset with 4+ years of experience. Strong track record in venture operations, GTM execution, business design, and team leadership. Known for driving clarity in chaos, unlocking growth with limited resources, and delivering results under pressure.

I have an entrepreneurial mindset, am a self-starter, and am highly adaptable to situations. I have previously worked with cross-functional core teams at startups.

WORK EXPERIENCE

Venture Manager, Favcy Venture Builder (VC) | Feb 2025 – July 2025

At Favcy, I was brought in to **work on portfolio startups** and build systems that scale.

(1) AuzaarPay: A B2B quick commerce platform for handymen, leading business operations, inventory planning, and city expansion.

- Got operational level profit **within 3 months for AuzaarPay**.
- Built and scaled a city-based handyman network; **achieved 2X monthly growth**.
- Hired and led an autonomous operational team.

(2) Urja Bolt: An EV logistics startup, clients include Hyperpure by Zomato, Coriander, DTDC, Urvann and more.

Created SOPs, GTMs, introduced operational discipline, team accountability, and investor-readiness frameworks to improve performance and scalability.

Founder & CEO, FutrLogger (SaaS + IoT for Renewable Energy) | Apr 2023 – Dec 2024

- Conceived, built, and scaled an IoT-SaaS platform for solar asset monitoring and analytics.
- Onboarded marquee clients including Indian Railways, Ashok Leyland, Borosil, and PepsiCo.
- Developed hardware-software integrations (PLCs, SCADA, sensors) and a real-time analytics suite.
- Led fundraising, team hiring, branding, and client success—**delivering 10x ROI on early investment**.
- Successfully replaced legacy systems to become clients' preferred performance monitoring partner.

Founder's Office, Futr Energy | Apr 2022 – Nov 2024

- Worked closely with the founding team to drive business performance and operational clarity.
- Built and implemented SOPs, managed vendor partnerships, and coordinated multi-site solar operations.
- Contributed to hiring, pitch deck creation, P&L analysis, and customer success initiatives.
- Focused on **FutrLogger**, a strategic spinoff under Futr Energy.

This role involved wearing many hats to support Futr Energy's growth and helping the founder directly.

Founder & CEO, FODLA (Design & Consultancy Agency) | Dec 2020 – March 2022

Founder of a design studio, **consulting startups** and managing branding projects internationally. Built systems for influencers to grab the audience through curated landing pages and copywriting.

- Worked with clients in Germany, India, and the UK, including YouTubers with 10+ million followers.
- Developed digital identities, brand guides, and web designs for startups and personal brands.
- Consulted small startups on go-to-market strategies and community-building.

Partner, The Clever Space (Design & Brand Studio) | Jan 2020 – Dec 2020

- Partner managing operations, client interaction, and workshops on branding and ui/ux.
- Consulted startups(clients) position themselves better and secure funding.

Business Development Executive, Dingg - B2B SaaS for Beauty Industry | Aug 2019 - Jan 2020

- Part of the 6-member founding team building a SaaS platform for operations and business management in the beauty and wellness industry.
- Led sales efforts; **bought the company's first paid client and onboarded 30+ salons for free trials in a short period.**
- Quickly expanded role to manage client success, engagement, and retention, ensuring smooth adoption and feedback loops. Acted as a key bridge between customers, founders, and the sales team — aligning product development with real market needs.
- Proposed alternate GTM strategies based on live feedback and field insights to improve conversion and retention.

Growth (Core Team), BlogBing - B2B & B2C SaaS Products | May 2016 - Jun 2017

SaaS Products for founders, SEOs, SMOs & Marketers in India and outside.

- Grew user base through social media, bought new clients and acquired skills to manage community, strategy, planning, and operations.

SKILLS

Startup Operations · Venture Strategy · GTM · Ops · Product Execution · Cross-functional Collaboration · Investor Relations · Business Analytics · Reporting & Analysis · Team Building · Strategic Planning · Ops P&L Ownership

TOOLS & PLATFORMS

Notion · Google Workspace · LinkedIn · Canva · Affinity · Zoho · CRM Tools · ChatGPT & AI Tools · MS Excel & PowerPoint · Tracxn · Crunchbase · Google Trends

EDUCATION

- **Bachelor of Business Administration**, Open University
- **Senior Secondary (Commerce) – Army Public School**, CBSE 2007-2019 | 9 CGPA

LINK & LOCATION

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Location: Bengaluru