

SHUBHAM M. CHANDRA

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EDUCATION

The University of Chicago

Chicago, IL

M.S. in Computer Science (2023–2025) | B.A. in Economics (*Quant. Methods*), General Honors (2017)

EXPERIENCE

Digital Realty — \$60B+ data center REIT; GTM Strategy & Transformation

Chicago, IL

Senior Manager, Go-To-Market Strategy

2025 – Present

- Designed and shipped automated lead routing with real-time capture, validation, scoring enrichment, and rules-based rep matching, cutting response lag from days to minutes and eliminating dropped leads
- Equipped 450+ enterprise sellers with a unified source of truth across billing, CRM, inventory, and ticketing directly enabling renewal, upsell, and territory-planning decisions
- Drive adoption across Sales, Rev Ops (40-person team), and Finance through hands-on training and cross-functional alignment; manage relationship with 40-person offshore database team

Independent Consulting — Advising growth-stage startups and hedge funds

New York City, NY

Founder & Managing Partner

2022 – Present

- Sole researcher for \$55B+ crossover hedge fund on AI/ML and enterprise SaaS verticals; 300+ expert interviews, 7+ surveys, diligence across 30+ frontier tech targets (\$400M+ deployed across studied targets)
- Interim Head of VC Partnerships at A.Team: built VC-sourced lead gen channel from zero across 12 funds (Tiger Global, Insight, Thrive, 8VC); drove 15% revenue lift in 6 months; highest-converting, highest-ACV channel
- Additional engagements: Managed 6-person Palantir team to rebuild Better.com's sales talent process during restructuring; Director of BizOps at Parsley Health; advised early-stage startups across payments, gaming, and AI

Garner Health — Sequoia / Thrive-backed B2B2C digital health startup

New York City, NY

Head of Business Operations (report to CEO)

2021 – 2022

- Designed and A/B tested 60+ touchpoints (email, social, direct mail); increased member sign-ups 14% and usage 30%; drove 12% MoM enrollment growth over 6 months, consistently 20–40% above benchmarks
- Built 7-person go to market team from zero to scale enrollment across employer, health plan, and self-pay segments; owned brand, content, and enablement for Sales and Account Management
- Recruited 5-person talent team that scaled company from 38 to 200+ employees; built outbound sourcing across 40+ roles, shifting self-sourced hires from 20% to 75% and saving \$1.4M/yr in agency fees at Series A
- Designed technical and business interview calibration with leadership team; standardized feedback collection and ran candidate debriefs for executive-level hires

NJOY — Acquired by Altria for \$2.8B

New York City, NY

Head of Strategy, Office of the CEO (reported to COO)

2018 – 2021

- Led investor materials across 4 funding rounds, raising \$200M+ from D.E. Shaw and L Catterton; set board agendas with CFO/COO and coached executives for quarterly reviews
- Stood up 75-person field sales team from scratch, from recruiting, process design, to performance monitoring across retail accounts
- Built 12-month international GTM strategy: including on-the-ground diligence, global surveys (n=2,700), and expert interviews across 11 countries to target 30 retail partners; 17 successfully closed
- Prepared internal metrics and ops analysis for government outreach, including materials used in Congressional depositions and White House meetings leading to significant federal legislation change
- Replaced 100% agency-driven hiring with internal recruiting process, cutting time-to-hire by 3 weeks and boosting offer acceptance rate 20%

L.E.K. Consulting

Chicago, IL

Associate

2016, 2018

- Advised clients across 14 engagements on growth strategy, M&A, and PE diligence through expert interviews, survey design, and quantitative market modeling