

Amit Raj Gogia

Chief Executive Officer Candidate

Entrepreneurial Leader | Innovation Ecosystem Builder | Startup Incubation Expert

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[📍 Gurugram, Haryana, India](#) | Age: Mid-40s

Executive Summary

Serial Entrepreneur & Innovation Ecosystem Leader with 25+ years building startups from zero-to-scale and developing India's entrepreneurial infrastructure. **Proven 3X Founder** with demonstrated expertise in incubation platform development, venture capital ecosystem management, and high-impact mentorship across 500+ startups. Deep operational experience managing P&L responsibility (₹50Cr+ revenue achievement) combined with strategic ecosystem development through top-tier accelerators and investment networks.

Key Leadership Impact:

- **Startup Ecosystem Development:** Evaluated 2,000+ ventures (Shark Tank India S2-4), mentored 500+ startups across premier accelerators
 - **Operational Excellence:** Built sustainable businesses from ground-up with 18-month profitability achievement
 - **Financial Sustainability:** Active VC scout managing deal flow for 8+ global funds, proven fundraising track record
 - **Academic Integration:** Stanford Seed Program consultant, experience with premier business schools and innovation centers
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Core Competencies Aligned with Role Requirements

Entrepreneurial Acumen & Startup Leadership

- **3X Founder/Co-founder** across MedTech (HealthArk), FoodTech (The Punjab Kitchen), and Community Platform (Founders Network/Club)
- **Zero-to-Scale Expertise:** Built HealthArk to profitability within 18 months, scaled Medela India from startup to ₹50Cr+ revenue
- **Innovation Ecosystem Enabler:** Senior mentor at world's #1 accelerators (Alchemist, MassChallenge, Startupbootcamp, T-Hub)

Strategic Business & Ecosystem Knowledge

- **Sector Expertise:** Healthcare/MedTech (15+ years), Consumer/D2C, B2B SaaS, emerging sectors

(AI/ML, FinTech)

- **Investment Thesis Development:** Pre-seed to Series A focus, \$25K-\$500K ticket sizes, India-first with global expansion
- **Market Development:** Created distribution networks, regulatory frameworks, and brand positioning across diverse markets

Stakeholder Management & Fundraising Excellence

- **Venture Capital Network:** Active scout for 8+ global VC funds (Outlander VC, LvlUp Ventures, GoAhead Ventures, A1 Advisory, Exitfund)
- **Strategic Partnerships:** Established key relationships with international manufacturers, government entities, and funding institutions
- **Board Governance:** Experience presenting to boards, securing approvals for market entry strategies and entity establishment

Program Development & Execution

- **Community Building:** Built 700+ member founder community with premium offline chapters across major cities
- **Program Design:** Execute monthly pitch events connecting startups with seed investors, facilitate knowledge dissemination
- **Mentorship Leadership:** Top-rated positions at premier accelerators with 1,600+ portfolio company reach

Professional Experience

Venture Capital & Investment Leadership

Multiple VC Scout Positions | 2023 - 2025

Outlander VC, LvlUp Ventures, GoAhead Ventures, A1 Advisory, Exitfund

- Source and evaluate early-stage deals across healthcare, fintech, and consumer sectors
- Manage deal pipeline from pre-seed to Series A, facilitating founder-LP introductions
- Conduct comprehensive due diligence, market analysis, and investment recommendations

Shark Tank India - Strategy & Investment Evaluator | Sony Pictures Networks | 2022 - 2025

- **Evaluated 2,000+ startup pitches** across Seasons 2, 3 & 4
- Provided strategic investment guidance on deal structures and valuations
- Led due diligence processes for high-potential ventures across diverse sectors

Stanford Seed Consultant | Jan 2024 - Aug 2025

- Strategic advisor to global cohort of Stanford Seed Program companies

- Guidance on fundraising strategy, market entry, and scale-up operations

Accelerator & Incubation Leadership

Senior Mentor Positions | 2022 - 2025

- **Alchemist Accelerator** (CB Insights #1 B2B accelerator)
- **MassChallenge** (Global impact accelerator)
- **T-Hub** (India's largest startup incubator)
- **Startupbootcamp** (#1 European accelerator, 1,600+ portfolio companies)

Entrepreneurial & P&L Management Experience

Founders Network/Club - Founder | 2022 - 2025

Startup Community Platform

- Built 700+ member founder community across India with premium "Club" tier
- Launched offline chapters in major cities with monthly pitch events
- Created sustainable revenue model connecting startups with seed investors

HealthArk - Founder | 2016 - 2018

B2B MedTech Distribution Platform

- Founded and scaled healthcare distribution company representing global brands
- Built supply chain network across India, established international manufacturer partnerships
- **Achieved profitability within 18 months**, created sustainable business model

Medela India - Country Manager | 2008 - 2016

Swiss MedTech Giant - India Market Entry

- **Foundational Leadership:** First employee establishing India operations from zero
- **Revenue Achievement:** Built ₹50Cr+ business across breastfeeding and healthcare verticals
- **Team Leadership:** Managed 12-person cross-functional team with P&L responsibility
- **Strategic Planning:** Developed 5-year market entry strategy, secured board approval for India entity

Royal Canin - Zonal Manager | 2003 - 2007

Premium Pet Food Brand

- Led 37-person sales and marketing organization across West & South zones
 - **P&L Ownership:** Transformed region into profit center, delivered ₹3.6 Crores revenue
 - Market expansion through strategic business planning and new product category launches
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Current Strategic Advisory & Consulting

Loyal VC - Portfolio Company Advisor | Jun 2024 - Aug 2025

300+ company portfolio advisory

Global Health Impact Network - Digital Health Innovation Member | Oct 2024 - Aug 2025

Harvard Alumni Entrepreneurs - Full Member | Jun 2025 - Aug 2025

Global network of 19,000+ alumni

Recent Consulting Engagements:

- **Xoxoday:** SaaS rewards/loyalty platform strategy (Mar - Jul 2025)
 - **Onebeat:** AI-powered retail inventory management, Israel HQ (Jan - Jul 2025)
 - **Hydroliq AG:** European water technology venture (Apr 2021 - Jun 2022)
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Education & Professional Development

Business Education

- **MBA, Marketing** - Management Development Institute (2000-2003)
- **General Management Program** - Indian School of Business (2014)
- **Accelerated Management Program** - Indian School of Business (2010)
- **Finance for Non-Finance** - IIM Lucknow (2012)
- **Pricing for Profit** - IIM Ahmedabad (2009)

Professional Certifications

- **VC Lab Cohort 12** - Venture capital fund management
- **CII Startup Mentor Club** - Certified startup mentor
- **Jeff Weiner Leadership** - Culture and scaling certification

Academic Qualifications

- **Post-graduation:** MBA in Marketing
 - **Undergraduate:** Bachelor's degree in Science/Technology background
 - **Additional:** Proficiency in Hindi (native speaker)
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Investment Thesis & Sector Focus

Primary Focus Areas:

- **Healthcare & MedTech:** 15+ years operating experience, deep industry networks
- **Consumer & D2C:** Proven track record building brands and distribution

- **B2B SaaS:** Experience with enterprise software, marketplace models
- **Emerging Sectors:** FinTech, AgriTech, HealthTech, AI/ML, IoT - active investment areas

Investment Sweet Spot:

- **Stage:** Pre-seed to Series A (aligned with Startup India Seed Fund up to ₹50 lakh)
 - **Geography:** India-first with global expansion potential
 - **Sectors:** Healthcare, consumer, B2B enterprise, social impact
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Key Differentiators for Leadership

- ✓ **Proven Entrepreneurial Track Record:** 3X successful founder with zero-to-scale experience
 - ✓ **Innovation Ecosystem Builder:** Senior leadership at world's top accelerators and incubators
 - ✓ **Financial Sustainability Expertise:** Demonstrated ability to build profitable, self-sustaining ventures
 - ✓ **Investment Network:** Active relationships with 8+ global VC funds and extensive LP network
 - ✓ **Academic Integration:** Stanford Seed experience, alignment with premier institution values
 - ✓ **P&L Management:** Proven track record managing ₹50Cr+ businesses with team leadership
 - ✓ **Stakeholder Management:** Experience with boards, government entities, international partners
 - ✓ **Thought Leadership:** Shark Tank India platform, industry forums, policy dialogue participation
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Vision Statement

"I thrive at the confluence of mission-driven ventures, sustainable business models, and ecosystem development. With proven experience building startups, managing P&L responsibility, and developing innovation platforms, I'm committed to leading premier incubation initiatives that create lasting impact for entrepreneurs, investors, and the broader startup ecosystem."

Ready to drive organizational growth toward financial sustainability, ecosystem excellence, and transformative startup impact.