

# RISHABH SHARMA

+91 981 097 4035 • [therishabhsh.social@gmail.com](mailto:therishabhsh.social@gmail.com) • [linkedin.com/in/therishabhsh](https://www.linkedin.com/in/therishabhsh) • New Delhi, India – 110089

## SUMMARY

Strategic Partnerships & Alliances professional with **3+ years** building high-value **partner ecosystems** and driving **GTM execution** in **agri-fintech** and food supply-chain. Scaled **B2B institutional revenue from 0-to-1 to INR 330 Cr+ (~USD 40M)** across eight Indian states. **Founded a restaurant venture to INR 40L (~USD 48K)** revenue in six months, demonstrating direct P&L ownership in the food sector. Expert in partner relationship management, contract negotiation, stakeholder management, client conflict resolution, and RevOps design.

## EXPERIENCE

### Revenue & Partnerships Lead

September 2025 – Present

Poshn | Gurugram, India | Agri-fintech – Food Supply-Chain

- **Strategic Partnerships Ownership:** Own commercial approvals and alliance agreements for **INR 110 Cr+ (~USD 13M) monthly revenue** pipeline across partners including Reliance Agri and Adani Agri Fresh.
- **Partner Relationship Management:** Lead high-stakes client conflict resolution, partner qualification, and deal governance – minimizing deal failures across the national supply-chain network.
- **RevOps & Process Automation:** Designed end-to-end process flows and deployed **email automations and database integrations**, reducing manual operational workload by **50%**.

### Senior Entrepreneur-In-Residence (GTM & Alliances)

April 2024 – August 2025

Poshn | Gurugram, India

- **Revenue Growth & Ecosystem Expansion:** Scaled B2B institutional partnerships to **INR 330 Cr+ (~USD 40M)** in annual revenue across eight Indian states, achieving **INR 25 Cr+ (~USD 3M) MRR** through stable, long-term alliances.
- **Team Leadership:** Built and managed an agile eight-member cross-functional team driving growth, sales, and supply-chain operations execution.
- **Client Retention & Value-Added Services:** Launched alliance-based value-added services, **improving unit margins by 0.25%** and client retention rate to 60%.
- **GTM Strategy & Inside Sales Playbook:** Developed a structured inside sales playbook that reduced referral dependency and increased new partner acquisition by 15%.

### EIR – Founder's Office, Business Strategy & GTM

June 2023 – March 2024

Poshn | Gurugram, India

- **0-to-1 Market Entry & Product-Market Fit:** Secured four high-value strategic clients within three months; opened two new business verticals; **conducted 100+ stakeholder interviews** to sharpen product-market fit.
- **Data-Driven GTM Decisions:** Built real-time sales dashboards enabling actionable revenue intelligence and informed partnership decisions.

## ENTREPRENEURSHIP

### Founder & Operator

Independent Restaurant Venture | New Delhi, India

- **Revenue & P&L Ownership:** Founded and ran a restaurant from **0-to-1, scaling to INR 40L (~USD 48K)** revenue within six months while concurrently serving as Revenue & Partnerships Lead at Poshn – demonstrating high-ownership entrepreneurial execution in the food supply-chain sector.

## EDUCATION

University of Delhi (SSCBS) – B.Sc. (H) Computer Science | CGPA: 8.96 / 10

May 2023

Higher Secondary (Science) – 96.6%

March 2020

## LEADERSHIP

**Organizer – hackCBS** (India's Largest Student-Run Hackathon): **Raised USD 350K+ in sponsorships**; scaled to 3,200+ registrations with 700+ offline attendees.

## AWARDS & DISTINCTIONS

**GMAT Focus Edition:** 675 (95th percentile) • **Employee of the Month – Poshn:** Best cross-functional impact • **SSB (Service Selection Board):** Screened-in twice (top ~2%) for Indian Armed Forces officer selection.

## SKILLS & INTERESTS

**Skills:** Strategic Partnerships, Alliances Management, Partner Relationship Management, GTM Strategy & Execution, Business Development, Stakeholder Management, Contract Negotiation, Client Retention, Revenue Growth, Cross-Functional Collaboration, RevOps, Process Automation, Ecosystem Expansion, Inside Sales, Data Analysis (Notion, Google Sheets, Slack)

**Interests:** Reading non-fiction, Journaling, Fitness, Networking via coffee chats