

Vivek Hutheesing

<https://vivekhutheesing.com>

EXPERIENCE

Jan 22 – Present

TRANSPORTATION MARKETPLACE Founder

Berkeley, CA

- We plan to launch a transportation marketplace on your phone and scale it globally. This will reduce the cost of everyone's mobility for good. Our long-term objectives are to:
 - Maximize the "use value" of your car
 - Double the average occupancy of all vehicular traffic
 - Lower the total cost of car ownership by up to 75%
 - Lower the cost of a ride by up to 90%
 - Lower the cost other cars impose on everyone by up to 60%
 - Expand everyone's ability to get around
 - Expand everyone's ability to attract services
 - Make public transit profitable through increased use
 - Reduce traffic volume by up to 30%
 - Improve public health and longevity
 - Eliminate congestion and full parking lots
 - Eliminate the need for more than one car per household
- We are currently in stealth mode.

Jan 15 – Dec 21

RBLOCK PLATFORM Community Facilitator

Berkeley, CA

- Supported and maintained our hosted platform for our users, after a majority of them offered annual donations;
- Solicited donations annually to make sure we covered our costs.

Feb 20 – Mar 20

PRESIDENTIAL CAMPAIGN Senator Amy Klobuchar, Field Organizer

Las Vegas, NV and Raleigh, NC

- Joined the field team right after the senior United States senator's better-than-expected debate performance and primary result in New Hampshire;
- Employed event-build strategies using web-based outreach tools to maximize attendance at the Senator's campaign rallies;
- Engaged prospective supporters via persuasion and GOTV calls, prior to the Nevada caucuses and North Carolina primary;
- Managed volunteers who canvassed door-to-door.

Nov 19 – Nov 20

TRANSPORTATION COMMISSION Member, City of Berkeley

Berkeley, CA

- Contributed to the work of the City and its representatives by helping to make our streets safer, healthier, and more equitable, in a climate-friendly manner;
- Explored and suggested ways to leverage the human and community-minded impulses we all share, to reduce traffic volumes.

Jan 05 – Dec 14

RBLOCK INC. Founder & CEO

Sunnyvale, CA

- Studied the well-established research on our increasing disconnectedness in the United States and the resulting economic and social costs incurred;
- Conceived and developed rBlock to reverse this trend by attracting an experienced team of investors, directors, developers, and advisors; raised six rounds of equity and convertible debt capital from eleven friends and family investors;
- Managed four software product development teams, developed intellectual property assets (patents, trademarks, domain names) and continuously evolved rBlock's vision, business model and product strategy through a market-driven approach;
- Built three consumer web platforms that improved how residents solve local problems, consume goods & services, and get around town; each new platform capitalized on the insights and addressed the shortcomings of the previous one;
- Negotiated and closed a design, usage and distribution partnership with the [City of Palo Alto](#) highlighted in this [announcement](#). Our work was also featured on [Patch.com](#);
- Established a data sharing partnership with [Tom Tom N.V.](#) enabling a zero-cost license to one of their data sets.

Jun 00 – Feb 03

SHAKTI VENTURES General Partner

New York, NY and Berkeley, CA

- Helped capitalize a fund management company to accelerate the time-to-market of future U.S. portfolio companies via Indian outsourcing services;
- Invested \$125K of the \$1.75M raised, hired CTO to develop and manage the "outsourcing enabler", and sourced prospective investments for the future fund;
- Returned over 75% of the capital raised to the management company cofounders after we secured commitments but fell short of raising a \$100 million fund.

Nov 98 – May 00

VH ADVISORS Founding Principal

Berkeley, CA

- Provided strategic advisory, valuation and capital raising services primarily to early-stage companies in the technology, ecommerce and services sectors.
- Completed 20 [assignments](#), most of them over 18 months, including four successful private financings.

May 94 – Oct 97

BEAR STEARNS Associate, Corp. Finance

New York, NY

- Processed a wide range of public-market **transactions** in the media & entertainment group with a primary focus on diversified entertainment, cable and publishing companies.
- Managed the maintenance of comparable company and transaction analyses by the financial analysts in our group.
- Wrote business plan and launched marketing effort for Firm's India Emerging Markets Group.

Jun 93 – May 94

AGE WAVE Director, New Business Development

Emeryville

- Joined this research, marketing services, and custom publishing company focused on the mature market to help the CEO evolve its business model and build a larger balance sheet.
- Developed and presented equity-in-lieu-of-cash proposals for smaller clients to transform how our Company was compensated for its marketing services.
- Researched new business development ideas to attract venture capital participation and advised CEO on investor & board communications.

Sep 89 – Dec 90

HOUSING DEVELOPMENT FINANCE CORPORATION Research Officer

Mumbai, India

- Researched and analyzed existing financing policies and products with a view to developing more sophisticated approaches to financing HDFC's growth.
- Co-wrote and presented a case study on HDFC's contribution to India's housing sector at a 60-nation international conference in Washington, D.C.

Jun 86 – Jun 89

DREXEL BURNHAM LAMBERT REALTY Asst. Vice President

New York

- Participated in bringing corporate finance analytical techniques to the evaluation of real estate investments.
- Helped co-manage a \$25 million foreign real estate investment fund, identified US investment opportunities, and evaluated the fund's performance;
- Supervised management of limited partnership assets created out of the 1986 Tax Reform Act, and helped to refinance these assets.

EDUCATION

Jan 91 – Oct 92

COLUMBIA BUSINESS SCHOOL

MBA in Finance

Aug 82 – May 86

CORNELL UNIVERSITY

BA in Economics

SKILLS

Highly proficient in market valuation and financial forecasting. Also proficient in the strategic, managerial and operational aspects of running a software company, and have hands-on experience across the full product lifecycle. Project-based skills include:

Defining Goals

- conducting rigorous research and analysis
- understanding requirements and constraints

Planning Execution

- creating financial models and running sensitivity analyses;
- defining timelines and resources; aligning them with tactics and checkpoints;
- collaborating on writing and presenting plans; winning support for them.

Managing Software Teams

- Atlassian's [JIRA OnDemand](#)

Achieving Goals

- developing leadership, management and execution capabilities
- learning by doing, setting examples, sharing information, supporting teams

Employing Valuation and Forecasting Methodologies

- unit economic models (unit based)
- discounted cash flow (cash flow based)
- comparable companies (comparables based)
- asset-based (book value based)

Power Using MS Office Applications

- Excel
- PowerPoint
- Word

Designing and Prototyping Software Products

- Axure RP Pro 5.5
- Power Point

Geo-Targeting Communities Via Web-Based and Mobile Tools

- [Activate](#) and [Vote Builder](#)
- [Hustle](#) and [Mobilize](#)

OTHER

Fluent in Spanish; former director and acting treasurer of [A Better Way](#) in Berkeley; member and block captain of a safe neighborhoods organization for last 10 years; proud husband and father who also enjoys being a community observer, public transportation rider, cycling commuter, tennis player and recreational cook.

REFERENCES

Available upon request.