

BAKUL BADWAL

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EDUCATION

University of Virginia Darden School of Business – Charlottesville, VA

May 2027

Candidate for Master of Business Administration (MBA)

- Member: Finance Club, Darden Capital Management, Private Equity Club, Entrepreneurship & Venture Capital Club, JD/MBA Society; Consortium for Graduate Study in Management - Fellow
- Darden School Foundation Fellowship – Half Tuition

University of Florida – Gainesville, FL

Bachelor of Science (BS) – Biology, Pre-Medicine, Honors Program. ACT 33 / 36, SAT 2200 / 2400 (98th percentile)

May 2016

- *President '15, CFO '14* - UF MEDLIFE: 800+ members, 32 Board; Trip Leader: 3 medical service trips (80/trip) to Ecuador, Peru
- National Merit Scholar; Alpha Epsilon Delta Honor Society; Emergency Medical Responder TA; Volunteer: Pediatrics Child Life

EXPERIENCE

Iron Key Capital – New York, NY

2024–2025

Strategic Partnerships Manager

Venture studio and early-stage investment platform focused on B2B2C infrastructure

- Developed diligence frameworks and presented 4 seed-stage enterprise web3 deals (\$8-14M valuations) to Investment Committee
- Supported syndicate growth to \$12M AUM by preparing investor materials, facilitating ~\$1.8M/yr deployed across 6-8 deals
- Spearheaded strategy and product marketing for GTM advisory, launched Venture Fellowship (4 cohorts, 72 angel investors)

Seed-Stage VC & Research Firms (VC Lab, Messari, GoAhead Ventures, et al.) – New York, NY

2021–2024

Venture Capital Fellow and Research Analyst – *Part-Time*

- Identified and evaluated 31 early-stage investment opportunities across 3 venture funds (\$505M combined AUM), preparing 25 diligence memos that supported 5 portfolio investments in consumer and web3; served as panelist for founder pitches
- Authored 87 institutional research reports on digital assets as Research Analyst - Messari (series B market intel. firm), CryptoEQ
- Selected for Venture Fellowship (10% admit rate): completed capstone on govt VC in emerging markets and LP market mapping

Legacy Research Group – Delray Beach, FL

2022–2023

Research Analyst - Digital Assets

Financial research, publishing firm Marketwise (NASDAQ: MKTW) with 2M+ subscribers

- Informed 33 portfolio investment decisions by analyzing technology and financials of 100+ early-stage/venture digital assets
- Authored monthly research distributed to 300K+ subscribers; published 3x/week decentralized finance (DeFi) protocol analysis

BB Consulting – Miami, FL

2019–2021

Business Development Consultant

Growth consultancy advising tech-enabled B2C digital services businesses (\$2–10M revenue)

- Advised 60+ online businesses on GTM, acquisition, growth strategies; increased ARR by 150%, net LTV + 30%
- Drove \$1.8M in new business: scaled consultancy client from \$300K to \$2M+ revenue; trained and managed 5-person sales team

The One Percent Pty Ltd – Melbourne, VIC, Australia

2018–2019

Business Development Consultant – Promoted from **Lead Account Executive**

Growth consultancy for founder-led consumer digital education businesses

- Consulted 80+ founders (B2B) across EU, UK, APAC as advisor on client acquisition, marketing, & client success strategies
- Generated \$2.5M cumulative B2B revenue (150%+ of quota); led workshops & sales trainings for 3 international conferences
- Managed full sales cycle and campaigns (50K+ lead list), copywriting, & pipeline generation

Warrior Fit – Miami, FL

2016–2018

Founder

Consumer fitness technology startup - mobile/web app, boutique coaching ecosystem

- Generated \$120k+ revenue in 10mo. via paid direct media: coached 181 clients (US, UK/EU - 12k list) - 100% 5-star reviews
- Executed: product - app and course design, P&L, go-to-market, ads, acquisition, operations - achieved 70% B2C close rate

ADDITIONAL INFORMATION

- Technical Skills: Agentic AI; Financial Modeling & Valuation (FMVA – Corp. Finance Institute); CapIQ; Pitchbook; SQL; Python
- Community Service: Organized cybercrime victim recovery initiative with FBI and Congressional engagement: \$6M impact ('21-24). Consulted (pro-bono) financially vulnerable B2C startups for GTM ('20). Led 14 live, 7-day health coaching challenges enrolling 4300+ underserved individuals ('17).
- Languages: Spanish (fluent); Hindi (fluent); French, Greek (basic)
- Interests: bodybuilding (sponsored), hot yoga, tennis, biohacking, philosophy, violin, motorcycles, top 0.1% GPT user '25