

SACHIN JAIN

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WORK EXPERIENCE

Axonius

Strategy & Operations Manager

New York, NY

May 2024 - Present

- Led Axonius's platform expansion by validating healthcare cybersecurity as a priority sector, sourcing and evaluating M&A targets, and identifying Cynerio (acquired) as a strategic fit.
- Accelerated Axonius's identity security product launch by authoring competitive battlecards & playbooks to equip salesforce and building Mixpanel analytics dashboards to track early adopter usage.
- Optimized revenue forecasting by analyzing sales pipeline accuracy, diagnosing stale data and sandbagging issues, and reducing stale opportunities by 36%.

Bessemer Venture Partners

Investor

New York, NY

June 2021 - May 2024

- Spearheaded all net-new cybersecurity startup sourcing efforts, focused on workforce identity, AI-powered security automation (ITDR, RCA, etc.), MSPs & MSSPs, and cloud data security.
- Developed custom web scraping scripts (BS4, Selenium) and data aggregation tools to collect, normalize, and analyze company data for sourcing and outreach.
- Built original investment thesis on MSP security software distribution, sourcing Domotz as a network monitoring leader, and leading customer & company diligence to drive the investment.

ICX Media

Product Management Intern

Washington, D.C.

June 2020 - August 2020

- Researched and designed valuation metrics for audience segments via Google AdWords and Facebook Marketing APIs, applying them to client-facing Audience Reports to provide clearer performance benchmarks and strategic guidance.

EDUCATION

University of Virginia

B.A. Computer Science & Statistics *GPA: 3.92*

Charlottesville, VA

August 2018 - December 2021

PROJECTS

TabSmith AI

TabSmith is a Chrome extension that uses Chrome's built-in browser AI (Prompt API) to intelligently and securely organize and manage your browser tabs. Chat with the AI assistant to group, tag, and ask questions about your tabs without exposing sensitive information.

Dollar General Store Location Analysis

Demonstrating Dollar General's superior expansion strategy into food deserts using Google Maps API, web scraping, and statistical analysis as key thesis point in \$DG long investment position.

SKILLS & INTERESTS

Programming Languages: Python, JavaScript/TypeScript, SQL

Tools: Github, Mixpanel, Figma, Claude Code, n8n, Zapier