



Marielle Ednalino

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Experienced Early-Stage Venture Capital Senior Associate and Entrepreneur with a proven track-record of 4+ years of sourcing, investing, and managing portfolio companies from inception onwards and empowering founders by providing strategic, financial, operational, and other business advice. Founder of a highly successful non-profit and a Board member at a second impactful non-profit, actively providing strategic and management advice to both.

Initial Capital – Senior Associate

August 2020 - Present | San Francisco, CA

Collaborating closely with the Managing Partners to actively manage and promote the success of a portfolio of \$45M in assets and investments. Foster strong partnerships with ecosystem colleagues, portfolio founders, SMEs, and stakeholder investors to drive growth and value accretion. Demonstrated exceptional leadership by spearheading the sourcing and successful financing of 2 startup investments totaling \$2M in capital. Recognized for performance and promoted from Associate to Senior Associate within 1 year.

- Serve as a Board Director or Observer for 15 portfolio companies, providing strategic advice on operations, financing, and strategy. Actively participate in Board and ad hoc meetings, serving as point person for firm. (*Companies listed below*)
- Contribute to increasing the firm's awareness of market trends and investment opportunities through in-depth research and writing. Authored multiple comprehensive industry reports, including gaming, AI, Web3, AR/VR, edtech, and others. These reports have provided the insights and analysis essential for informed investment decisions and have contributed to the positioning of the firm ahead of the emerging or dynamically growing market landscape.
- Actively managed the most promising opportunities through various stages of evaluation and financing, such as management presentations, due diligence, financial projection preparation and investment documentation, while liaising with various stakeholders, including co-investors, legal counsel and other professionals.
- Create and evaluate comprehensive financial models, cap tables, and financial reports to facilitate data-driven decision making and ensure the continued success of the firm.
- Established a central repository for the firm on Notion that is readily accessible by the partners and team and systematically organizes and manages all data, financial analyses and other information related to potential investments, portfolio companies and exits.
- Expand deal flow and enhance firm brand awareness through actively networking and collaborating with influential industry leaders and 10+ ecosystem partners, such as A16Z, Konvoy, Accel, Index, and others.

Board Director or Observer for the Following Companies:

Board Observer, **Pok Pok**; Board Director, **Unsolved Studios**; Board Director, **Authenteq**; Board Observer, **Order of Meta**; Board Observer, **Divido**; Board Observer, **Sanlo**; Board Observer, **Dazzle Rocks**; Board Director, **Quikkly**; Board Observer, **Singa**; Board Observer, **Debut**; Board Director, **AppGyver**; Board Observer, **Umbra**; Board Observer, **Coreloop**; Board Observer, **Shotcall**; Board Observer, **Supersocial**

EXPERIENCE



HTMELLE INC. – Founding Executive Director

June 2018 - Present | San Francisco, CA

Founded and currently leading a nonprofit organization dedicated to empowering the next generation of women leaders by providing education, training, and inspiration to minority girls on becoming female founders. Equipping them with essential skills in computer science, design ideation as well as business and financial acumen.

- Designed the educational program and successfully incorporated and launched the company within a tight timeframe of less than 3 months.
- Effectively manage a diverse 5-person team across programming, fundraising, creative, and more, driving alignment and empowering consensus across functions.
- Design and deploy business plans and analysis to strategically drive outreach, expand geographic footprint and secure sponsorships/grants with a focus on diversity, equity, and inclusion (DEI).
- Raised \$250K in donations from private individuals and foundations.
- Initiated and led partnerships with notable organizations such as Sony, the Oakland A's, TIDE Academy, Fremont Senior High, East Bay Community Energy, Saint Francis High School, National Center for Women in Technology, College Track, and others.
- Expanded brand awareness to the surrounding community by successfully organizing and leading 3 public events, each with 50+ attendees. Garnered a strong organic following of 600+ followers across various social media platforms.

Richmond Global Ventures – Venture Associate

March 2019 - August 2020 | Menlo Park, CA

As part of a \$75M global fund, conducted thorough evaluation and tracking of portfolio companies. Led modeling, financial analysis, and strategic valuation efforts. Prepared presentations and reports for Managing Partners, providing critical insights and recommendations.

- Drove increased awareness of market trends and investment opportunities by conducting in-depth research and writing comprehensive market reports, contributing to informed decision-making by the firm.

Score 3 Angel Network – Venture Fellow

Jan 2019 - March 2019 | San Francisco, CA

Unearthed and sourced exceptional women and minority founders who are addressing the world's most pressing challenges. Conducted analysis on over 50 tech startups across the nation, managing deal-flows and engaging with subject matter experts.

- Provided coaching and collaborative support to emerging entrepreneurs, helping them to develop insights to succeed. Delivered comprehensive analytical reports on emerging technologies and markets to inform strategic decision-making.
- Cultivated a strong network of peers, mentors, and business partners to foster meaningful connections and collaborations within the industry.

University of California, Davis — BA, Design with a minor in Computer Science

June 2018 - Present | San Francisco, CA

Provost Undergraduate Fellowship to conduct Senior Thesis Project; ASUCD Scholarship Award; Community Service Award; Undergraduate Travel Award

Harvard Business School Online — CORE Program Certificate

June 2021

Passed with Highest Honors

Stanford University — Venture Capital Unlocked

June 2020

The Women's Building — Board Member

March 2022 - Present | San Francisco, CA

Hold a key leadership role as Secretary on the Executive Committee, as well as serving on the Finance, Strategic, and Investment Board Committees for a nonprofit organization dedicated to providing services and advocacy for women and girls in San Francisco.

- Provide strategic guidance and advice on budgeting, financial forecasting, operations, and investing to support the organization's mission and goals. Contribute to critical decision-making processes, leveraging financial expertise and NGO experience to advance the nonprofit's mission.

All Raise — Cohort Captain

September 2022 - May 2022 | San Francisco, CA

Served as the leader of a cohort of 11 Venture Associates who were women, providing mentorship, guidance, and resources to support their career and professional development in the venture industry. Led meetings, fostered a sense of community, and provided coaching and valuable career and industry resources to help them thrive in their roles.

Davis Girls Who Code — Founding Executive Director

June 2017 - June 2018 | Davis, CA

Taught computer science to 50+ K-12 girls, with 40% of them coming from low-income backgrounds. Developed a comprehensive curriculum and implemented effective marketing and business strategies to advance the girls' coding projects, which aligned with their individual passions. Led a diverse team of 5 members to achieve key performance indicators (KPIs) and ensure the program's success.

Technology

HTML5, CSS3, JavaScript, Python, jQuery, Node, Git, React, MySQL, MongoDB, Ruby, Google Suite, MS Office, Adobe Creative Tools