
Job Title: Financial Analyst & Growth Strategy Lead (Investor Relations)
Location: Kalyani Nagar, Pune, India | **Type:** Full-Time | **Industry:** EdTech
Funding Goal: \$10M+

Key Responsibilities

Financial Strategy & Growth Planning

- Develop and execute a scalable **financial strategy** aligned with business growth goals.
- Create detailed **financial models**, forecasts, and scenario analyses for investor presentations.
- Optimize **unit economics** (CAC, LTV, churn), **pricing models**, and **revenue projections**.
- Identify and evaluate **M&A opportunities**, **partnerships**, and new market expansions.
- Monitor **industry trends** and provide data-driven insights for competitive positioning.

Fundraising & Investor Relations

- Build a compelling **investment thesis**, **pitch decks**, and **business plans** for raising \$10M+.
- Engage with **VCs**, private equity firms, and institutional investors to secure funding.
- Manage **investor due diligence**, **term sheet negotiations**, and **equity structuring**.
- Organize and participate in **investor meetings**, networking events, and funding rounds.
- Develop and maintain ongoing **investor communications**, reports, and updates.

Business Growth & Market Expansion

- Collaborate with the **CEO** and leadership team to refine the company's growth roadmap.
- Identify new **revenue streams**, **business models**, and **go-to-market strategies**.
- Work with **marketing** and **product teams** to optimize **customer acquisition** and **retention strategies**.
- Conduct **competitive benchmarking** and **market research** to support strategic decisions.

Stakeholder & Partner Management

- Liaison between **investors**, financial institutions, auditors, and legal teams.
- Establish and strengthen strategic **partnerships** with education institutions, tech platforms, and other key stakeholders.
- Ensure compliance with **financial regulations**, **corporate governance**, and **reporting standards**.

Key Requirements

Qualifications & Experience

- 3-6 years of experience in **financial analysis**, consulting, **investment banking**, or corporate strategy.
- Background at **Cognizant, EY, McKinsey, BCG, Bain**, or similar firms preferred.
- Strong expertise in **financial modeling, valuation methods** (DCF, comparables), and **growth strategy** development.
- Experience working with **startups, VC-backed companies**, or high-growth **tech businesses**.
- Knowledge of **edtech, SaaS**, or scalable digital business models is a plus.

Skills & Competencies

- Proficiency in **Excel, PowerPoint, SQL**, and **financial planning tools**.
- Deep understanding of **fundraising cycles, term sheets, cap tables**, and **equity structures**.
- Excellent **communication, negotiation**, and **relationship-building skills** for investor relations.
- Ability to interpret **financial data** and provide actionable insights for business scaling.
- **Entrepreneurial mindset** with the ability to navigate fast-paced, high-growth environments.

Compensation & Benefits

- **Competitive salary + performance-based bonus**.
- **Equity options** (based on funding milestones).
- Exposure to top-tier **investors** and mentors in the **EdTech ecosystem**.