

# Assad Waathiq

Oakland, California | assad@assad.one | assad.one

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## WHAT I DO

Business Partner to technical founders. Strategy, fundraising, and commercialization.

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## EXPERIENCE

### Assad.one — Partner

2025–Present

- Strategy, fundraising, and commercialization for technical founders.

### JPMorgan — Executive Director, Innovation Economy

2022–2024

- Led business development across Northern California.
- Advised software and applied tech companies on banking, finance, and operations.
- Managed a \$15MM pipeline and \$2MM revenue target.
- Investment banker.

### BDO USA — Director, Business Development, Emerging Technologies

2018–2021

- Led the #1 emerging technology practice in the US — team of 350, exceeded revenue target by 200% in FY2021.
- Negotiated high-value contracts with C-level executives and board members.
- Advised early to late-stage startups — equity and debt capital markets.
- Built partnerships across law, finance, and institutional investments.

### Necessary Ventures — Venture Advisor, Limited Partner

2020–Present

- Early-stage deep tech investor — healthcare, finance, sustainability, and education.
- Advised Fund I fundraising.
- Partner on commercialization, strategic partnerships, and capital markets.

### City National Bank — Vice President, Relationship Manager

2016–2018

### Bank of the West — Vice President, Relationship Manager

2015–2016

### Citigroup — SVP, Branch Manager, Relationship Manager, Commercial Bank

2002–2015

- Structured \$100MM+ in corporate debt. Managed \$300MM+ in treasury assets.
- 6–12 new client relationships per year.
- Consistent top performer. Grew P&L 8–13% annually.

### Morgan Stanley — Financial Consultant

2001–2002

- Grew assets under management \$5MM in year one.
  - Series 7 & 66 licensed.
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## BOARD & ADVISORY

- Yosemite National Parks Conservancy — Board Council, Audit & Marketing Committees (2020–2025)
  - Oakland Fund for Public Innovation — Board Member (2021–2025), Vice Chair (2025)
  - Oakland Tech Exchange — Advisory Board Member (2018–2022)
  - Presidio Graduate School — Guest Lecturer, MBA: Management Consulting Skills for Sustainability Professionals (2022)
  - Climate Changemakers — Volunteer (2021–2022)
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## EDUCATION

Cornell University — Economics, School of Arts & Sciences

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## A FEW OTHER THINGS

Father. Artist. Beginner Buddhist. Hiker. Committed to civic life.