

**Sara Agarwal**

Director, Business Development

With 25 years of experience international business experience, Sara is known for her work helping technology companies expand revenue growth and improve business outcome. She is passionate about creating the systems, strategy and structure needed to build and sustain revenue growth. In that regard, she is supporting AiRANACULUS's efforts to build on the company's earlier success and enter new markets with groundbreaking networking technology.

Sara spent more than 10 years at blue chip tech firms such as Microsoft, Hewlett Packard, and Verizon where she focused on business development, channel sales, and marketing. More recently, she was Vice President of Operations at Indr, a SaaS software company focused on enabling better digital transformation, where she helped create and implement a partnership with a Fortune 50 company. Prior to that, she was Vice President of Business Development at ISC, a midsize nonprofit organization, where she developed/led efforts to broaden revenue streams through the identification, cultivation, solicitation and stewardship of critical new external funders. As a Director at Hewlett Packard, she helped build and run an entirely new global business development team, overseeing \$100m in annual revenue and a 35% YOY increase in win rates.

Additional experience includes her time with Microsoft Corporation in Africa, where she advised African governments on the use of technology to support economic growth and served as Chief of Staff to Microsoft's Chairman for Africa. As a consultant, she helped Verizon's Innovation lab to pursue U.S. based corporate partnerships for a \$75m digital identity business and led IEEE's first effort to hold a Connecting the Unconnected competition and summit, attended by over 800 people with 250 applications.

She spent several years of her career with two different donor institutions (the African Development Bank and the North American Development Bank), overseeing large scale development projects in Africa, Latin America, and the United States.

Sara holds a Masters in Public Administration from the Harvard Kennedy School of Government, where she was awarded the Lucius N. Littauer Fellowship for academic achievement, public service, and potential for future leadership. She also holds a Masters of Business Administration from INSEAD, and a Bachelor of Science in Economics from the Wharton School of Business. She is currently an Adjunct Professor at American University's School of International Service and leads a masters level course on Private Sector and Social Impact, which focuses on issues of corporate social responsibility. She speaks fluent Spanish and French.

Sara has published in The Next Web, Stanford's Social Innovation Review, and the IMF's Finance and Development Magazine. She has a patent pending for an education solution linking adaptive learning content and assessments and is a board member of an award-winning school she co-founded in the District of Columbia in the United States.