

HRISHIKA PAL

Strategy & Development · AI Champion · Builder

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WORK EXPERIENCE

Hewlett Packard Enterprise (HPE)

Feb 2024 – Present

Strategic Development Analyst & AI Champion

- Led the **UAT Masking & Commit** project in Singapore for the Global Supply Chain team.
- AI Champion** for the team — built the team's AI knowledge repository on the Hippo One AI platform.
- Currently automating the **order-creation** process.
- Drove adoption and standardisation of **User Acceptance Testing (UAT)** across global operations for the Make in India and S4 Upgrade projects; served as **UAT Lead** for the ASD project.

Independent Venture — screen-free play products for kids (self-founded)

Jan 2025 – Aug 2025

Founder — built alongside full-time role at HPE

- Interviewed close to **75 parents** and developed two product concepts — a responsive play mat and smart story blocks.
- Took both concepts through manufacturer conversations to the **prototyping stage**, with a co-founder met via Y Combinator's co-founder matching. Venture wound down in Aug 2025.

Kniru — AI-powered financial advisor

Jan 2024 – May 2024

Founder's Office Intern

- Created a six-month sales strategy and viral Instagram scripts; built an organic Product Hunt following of 100+.
- Grew the AI & finance space's largest Discord community (**500+ members**), boosting acquisition through targeted outreach.

Logissy — B2B logistics & payments for SMEs

Nov 2023 – Jan 2024

Investment Strategist

- Built pitch, carrier, and supplier decks; applied to top UAE accelerators and strengthened investor relations.

888VC — cross-border pre-seed & seed accelerator

Feb 2023 – May 2023

Investments Fellow

- Sourced the **FinFloh** deal (Kunal-Shah-backed) in the first week.
- Represented 888VC at **40+ events**, connecting with founders & HNIs incl. the founders of Licious and Trxn.
- Raised **\$60K** from angel investors for Soptle, a B2B SaaS logistics platform.

Formi — SaaS ticketing

Oct – Dec 2022

Copywriter → Biz Dev

- Curated customer-focused blog content and ran sales & marketing experiments.

Paint My Walls

Nov – Dec 2022

Sales Intern

- Ran Zoho CRM end-to-end; engaged **500+ customers** with batch calling & follow-ups.

LEADERSHIP

Entrepreneurship Cell, RVCE

2021 – 2023

Head of Finance & Management

- Managed **₹10L+** event budgets, secured sponsorships, and led workshops with the Dept. of Startups & Innovation.

EDUCATION

R. V. College of Engineering (RVCE)

2020 – 2024

B.E., Industrial Engineering & Management · CGPA 8.12

BEYOND WORK

Skills: Strategy & Analysis · Deal Sourcing & Fundraising · Building with AI · Growth & Sales · Negotiation · Public Speaking · Storytelling

Built with AI: Finance Tracker (150+ users), Try Music Taste, Connections to Create, CrossPlayy — live web apps, vibe-coded and shipped.

Publication: Author of *The Ultimates*, a fantasy novel published by Partridge Publishers at age 15.

Sports: State-level basketball & badminton · 13+ championship titles · National Champions, Spree-24, BITS Pilani Goa (2024).

Activities: Member, TEDxRVCE — contributed to speaker selection and scripting of talks.