

# Sunil Pande

## *Operating Partner – Food & Beverage*



### **Career Background**

- Focus on identifying, investing, operating, and scaling opportunities within the Food and Beverage sector globally
- 20 years of experience in Food & Beverage and Retail across the US, China, India, Middle East, Latin America
- Previously Strategy and Growth leader at top Food, Beverage and Retail companies where he led Business Transformation, P&L and growth strategies that delivered significant strategic and financial outcomes
- General Management experience across Food and Beverage, CPG, and Retail businesses that delivered consistent P&L results and Balance Sheet improvements
- Experienced at working with Venture capital, Private Equity and Strategy Consulting firms
- Track record of driving accelerated organic and inorganic growth for Fortune 100 companies

### **Work Experience**

- 2024-Present: Convergent Finance, Operating Partner – Food and Beverage
- 2022-Present: Wabi Capital, Native Spirit Fund, Strategic Advisor & Operating Partner
- 2020-2022: The Wonderful Company, Head of Strategy and Growth, Wonderful Citrus
- 2017-2020: Walmart, Director of Strategy & Finance, Private Brands & Global Sourcing, Packaged Foods and Consumables
- 2015-2017: Global Food Hub, Founder & CEO, Global Food Tech Start Up
- 2004-2014: Tyson Foods, Head of Commercial Operations

### **Education**

- 2015: Business & Environmental Challenges and Solutions in the Food Sector, Harvard Business School, Boston
- 2007: Executive Certificate, Strategy and Innovation, MIT, Sloan School of Business, Boston
- 2003: MBA, Strategy & Entrepreneurship, the University of Chicago Booth School of Business, Chicago



***Has been working with  
other team members  
since 2024***