

# Danforth S. Dougherty

## EXPERIENCE

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### JANE CAPITAL PARTNERS, LLC

San Francisco, CA

#### Operating Partner

2024 - Current

- Advising seed stage start-ups on capital raises – building detailed operating and valuation models, determining deal structure and fundraising strategy, creating investor materials, and serving as the primary contact for investor discussions
- Closed successful pre-seed capital raise for Guardian Aerospace Inc., a Palo-Alto-based defense technology firm in July 2025. Leading \$10M seed stage fundraising round
- Accepted offer to serve as Guardian's fractional strategy lead and board member. Led recruitment of advisory board

### SHIFT TECHNOLOGIES, INC.

#### Director | Partnerships & Business Development

2019 – 2023

- Built partnerships function for Goldman, DFJ, and Highland Capital backed online auto marketplace through its \$500M+ SPAC IPO and public listing
- Grew annual partnership revenue from \$3M to \$83M in 4 years through the launch of new partnerships, leading cross-functional teams across product, engineering, finance, legal and operations
- Sourced, negotiated, designed, and operationalized supply partnership with Tesla across nine delivery facilities. Program made up 15% of Shift's vehicle ecommerce revenue (\$4M in revenue per month)
- Managed onboarding and execution of complex financial partners (JP Morgan, Bank of America, US Bank, TD Bank). Ensured consistent data flows, operational accuracy, and SLA adherence - increasing profit per vehicle by 33%
- Led the integration of Plaid automated income verification platform into Shift lending flows, cutting loan processing time by 20% and generating over \$5M per year in annual savings
- Served as interim Head of Corporate Operations during the COVID-19 pandemic and led a 15-person cross-functional team to successfully enable Shift to continue operating during the pandemic

### GOLDMAN SACHS & CO.

New York, NY

#### Vice President | Executive Office

2010 – 2019

- Evaluated, managed, and led business selection discussions with Goldman's Management Committee to maximize outcomes across Goldman's \$33B global businesses
- Led engineering and product development team to design and launch internal business selection platform that delivered a 33% reduction in business section review timeline by automating the identification of competing business opportunities, aggregation of global principal position information, and enabling real time feedback from divisional leaders

#### Associate | Securities Division

2007 – 2010

- Analyzed valuation, trading analytics, market quality, and industry peer benchmarks to pitch executive teams of NYSE listings. Secured \$30B+ in mandates, including HCA Healthcare (\$15B) and Nielson (\$5B)

## EDUCATION

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### THE UNIVERSITY OF TEXAS

Austin, TX

- Bachelor of Arts with Honors in Economics and Government, *Phi Beta Kappa*

2003 – 2007

## ADDITIONAL

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- **Certifications:** Project Management Professional (PMP), Six Sigma Black Belt
- **Professional Skills:** Financial Modeling, Advanced SQL, Asana, Google Workspace, Microsoft Office, Tableau, Python
- **Personal Interests:** Running, trekking, climate change, housing advocacy, and reading historical non-fiction