

Kai John-Blunch

Founder/operator for AI product, GTM systems, customer discovery, and fundraising

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SUMMARY

Founder/operator who validated an AI decision-infrastructure product through customer research, product strategy, GTM systems, and fundraising. Conducted 100+ interviews across employers, candidates, and pilot partners; built the operating systems needed to test market demand.

CORE SKILLS

AI workflow design

Market research

Fundraising materials

Product strategy

GTM systems

CRM and pipeline ops

Customer discovery

Financial modeling

Founder operations

EXPERIENCE

Pier / ALTR

Startup building AI systems for qualification, evaluation, and decision-making workflows.

Co-Founder & Head of Business Development | Oct 2025 - Present | New York, NY

- Conducted 100+ customer interviews across employers, candidates, and pilot partners to validate qualification workflows, decision criteria, and adoption barriers.
- Secured two signed pilot-partner LOIs for the MVP and used partner feedback to refine onboarding priorities, trust requirements, and launch-readiness criteria.
- Built the customer-validation and GTM operating system from scratch, including CRM architecture, outbound workflows, pilot-partner tracking, and demand-signal review processes.
- Built fundraising materials, financial projections, cap-table analyses, market-sizing research, and investor narratives supporting capital-raising efforts.

Co-Founder & Product Manager | Oct 2023 - Sep 2025 | Brooklyn, NY

- Defined qualification logic, workflow requirements, assessment methodologies, and prototype specifications for early AI-driven evaluation products.
- Synthesized customer interviews, surveys, and market research into product requirements, roadmap priorities, ICP / JTBD hypotheses, and MVP scope decisions.
- Managed product prioritization with the CTO, balancing customer evidence, technical constraints, fundraising milestones, and launch-readiness needs.
- Connected customer discovery, product development, GTM execution, and fundraising priorities so market evidence shaped roadmap, launch, and capital-raising decisions.

Diversified Capital Group

VP of Education; Consumer Industry Group Head | Feb 2021 - Feb 2023 | Lexington, VA

- Designed and led a finance education program for new members, teaching financial analysis, investment research, and portfolio management.
- Led the consumer industry group for two years, guiding company research, investment discussion, and sector analysis.
- Helped manage a \$300K student investment portfolio, evaluating opportunities through company research, financial analysis, and portfolio judgment.

JPMorgan Chase & Co.

Investment Banking Summer Analyst | Jun 2022 - Aug 2022 | Manhattan, NY

- Built DCF, LBO, and transaction analysis materials to support live M&A; and strategic advisory work.
- Created client and investor materials for senior bankers, management teams, and external stakeholders.
- Analyzed business performance, valuation, and transaction scenarios to support deal-team recommendations.

JPMorgan Chase & Co.

ABP Corporate & Investment Banking Fellow | Jun 2021 - Jul 2021 | New York, NY

- Delivered a technology integration recommendation for a minority depository institution client through a consulting-style team project.
- Built banking and capital markets experience through financial analysis, client work, and strategic problem-solving exercises.

Citi

Banking & Capital Markets Fellow | Feb 2021 - Mar 2021 | Remote

- Completed investment banking and capital markets training focused on valuation, financial analysis, and transaction fundamentals.
- Participated in mentorship and professional development programming with Citi bankers and program leaders.

BikeExchange

Founder, Operator | Jul 2020 - Sep 2020 | Washington, DC

- Founded and operated a small marketplace business during a COVID-driven demand spike, testing local supply, pricing, and customer acquisition.
- Built the sales model and online marketing approach, using digital channels to source demand and move inventory.

EDUCATION

Washington and Lee University | B.S., Business Administration; Economics concentration; French minor | 2019 - 2023

Certification: Psychological First Aid