

# Abhi Nemani

abhi.nemani@gmail.com | 618-322-2220 | abhinemani.com | St. Louis, Missouri, 63131

**Summary:** Executive leader at the intersection of technology, government, and strategy with 15+ years of experience scaling civic innovations from startup to \$100M+. I have launched and brought together dozens of companies, and shaped national policy conversations on digital government. Known for integrating vision with execution — from product strategy and marketing and to public finance and policy — I help organizations accelerate impact, unlock revenue, and earn public trust.

**Skills:** Product Strategy, Artificial Intelligence, Go-to-Market Strategy, Sales Enablement, Strategic Partnerships, Evangelism, Mergers & Acquisitions, Budgeting & Fiscal Policy, Thought Leadership, Public Speaking, and Research

## EXPERIENCE

### Senior Vice President, Product Strategy

Euna Solutions

*June 2023 – June 2025*

- Unified a **\$100M+ SaaS portfolio** by integrating 10+ acquisitions and 12+ legacy products under a cohesive public finance narrative—streamlining GTM and improving cross-sell velocity across 3,000+ governments.
- Architected Euna's **AI strategy**, launching the AI Innovation Center, driving generative AI features, and establishing internal AI governance used across product, sales, and operations.
- Built the **Product Marketing** group, aligning positioning, packaging, and messaging across five acquired companies to unlock new revenue and reposition Euna as a category leader, and led end-to-end GTM integration for two major acquisitions, from product alignment to sales enablement.
- Amplified Euna's market voice through **thought leadership**, leading joint initiatives with GFOA, state associations, and industry influencers—shaping the national conversation on AI in government, fiscal resilience, and public-sector modernization.

### Founder & Managing Director

EthosLabs.us

*February 2017 – June 2023*

- Built focused advisory and investment firm to **build the GovTech ecosystem**, supporting over a dozen civic startups, including SPIDRTech (acquired), CityGrows (acquired), GovDelivery (acquired), Camino (acquired), ZenCity (Series C), POLCO (Series B), and ClerkMinutes (seed).
- Advised **philanthropy and private equity (PE) firms** — including the Knight Foundation, Arnold Ventures, WCAS, and ONEX — on market trends and investment diligence, on deals ranging from \$10M to \$2B.
- Designed and implemented **growth playbooks**, spanning product strategy, market segmentation, and GTM enablement, purpose-built for the highly regulated public sector market.
- Designed and taught UChicago's **first graduate Civic Tech course** at the Harris School of Public Policy.

### Chief Innovation Officer

City of Sacramento

*January 2016 – February 2017*

- Designed and launched the **\$10M Innovation & Growth Fund**—the largest innovation fund of any mid-sized city in the country—focused on entrepreneurship, economic diversification, and inclusive civic tech development; approved unanimously by City Council (9–0).
- Built the **Mayor's Office for Innovation and Entrepreneurship (MOFIE)**, including org design, funding structure, and hiring of permanent staff to carry the work forward beyond the administration—codified by ordinance and funded with sustainable revenue.
- Created and executed a **\$2M grant program** supporting 15 organizations to build the local innovation ecosystem; built and completed the entire under four months, receiving over 140 applications.

## Chief Data Officer

City of Los Angeles

September 2014 – October 2015

- Led LA to the **#1 Open Data City** ranking nationally within a year—publishing over 400 datasets across 20+ departments, and earning the Platinum Open Data Certification from the World Council on City Data.
- Designed and deployed the Mayor's Performance Dashboard, used weekly by senior staff and department heads to drive operational improvement and cross-department accountability; saved the city \$180K by replacing third-party tools with open-source infrastructure.
- Built LA's first citywide data science team and launched multiple **predictive analytics pilots** in fire risk prevention, workforce hiring, and sanitation—establishing the city as a leader in evidence-based policymaking.
- Founded and launched the GeoHub, a public data platform featuring 1,000+ datasets, built in collaboration with Esri; became a national model and was cited by White House officials as a best practice in spatial data infrastructure.

## Co-Executive Director

Code for America

May 2010 – March 2014

*Previously: Chief of Staff, Director of Strategy & Communications*

- Co-founded and scaled the organization from pilot to national institution—growing staff from 3 to 60+, **growing revenue to \$15M+ annually**, and expanding partnerships from 3 cities to 30+ local and state governments.
- Created and scaled the **Code for America Fellowship**, embedding 75+ technologists in city halls and producing 30+ digital services now used by millions; Fellowship alumni now hold senior posts in city, state, and federal government.
- Launched and ran the first-ever **GovTech startup accelerator**, seeding companies like OpenCounter, NextRequest, and Remix—each of which achieved successful exits and shaped the commercial civic tech market.

## COMMUNITY & INDUSTRY INVOLVEMENT

### Rose Institute of State and Local Government

Research Affiliate / Visiting Scholar

May 2023 – Present

### Leading Cities (GovTech Accelerator / NGO)

Board of Directors

July 2022 – Present

### Public Interest Technology University Network (PIT-UN)

University Challenge Selection Committee

May 2022 – Present

### Newsom for California (Governor)

Chair, Tech & Innovation Policy

Aug 2017 – Nov 2018

## EDUCATION

### The Wharton School

Advanced Finance Program (AFP)

September 2021 – February 2023

### USC Price School of Public Policy

Master of Public Administration (MPA) | Phi Kappa Phi Honors | Dean's Award

January 2021 – December 2022

### Stanford Graduate School of Business

Executive MBA

August 2020 – August 2021

### Claremont McKenna College

B.A. in Philosophy, Politics & Economics (Magna Cum Laude)

August 2006 – May 2010