

# DANNY DONAHUE

*Geologist and ex founder with a background in finance and real estate*  
San Francisco, California

## WORK

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### Head of Growth, Terra AI

2024-Present  
San Francisco, CA

- Currently leading business development, corporate development, government relations, fundraising and communications at Terra AI

### Consultant and Advisor

2021-Present  
US

- 2024: Advisor on GTM, hiring and fundraising to automated drilling startup, Durin
- 2024: Advisor on gov relations and data strategy for exploration AI startup, Ilium
- 2024: Created historic mining data ingestion for AI agents on archival geologic datasets, built remote sensing integrations for Aurania Resources, became a historic mining data expert
- 2021: Created asset acquisition strategy and market analysis for Placemaker Capital

### Co-Founder and CEO, Spoke Technology

2021-2024  
Global

- Founded a logistics SaaS platform with \$6M in revenue for 15 global enterprises
- Headed up sales, product, ops, supplier relations, legal and fundraising
- Sourced, set up and maintained supplier, service provider and logistics relationships and integrations for hardware in 5 continents / 40+ countries
- Built strong relationships with large public and small private clients

### Analyst, Hudson's Bay Company

2019-2021  
New York, NY

- Financial modeling, market analysis and creation of GTM strategy for repositioning, development and sale of global \$3B commercial real estate and corporate portfolio
- Worked directly with Chairman, CEO and CFO
- Helped launch coworking company across US sites

### Geology Researcher, Williams and UC Davis

2016-2019  
Williamstown, MA  
Davis, CA

- Senior thesis presentation on remote sensing won departmental honors, invited to present at the 2018 Geological Society of America in Seattle
- 2nd and 3rd year work informed \$200M US Army Corps of Engineers project, invited to present at the 2017 Geological Society of America in Indianapolis

### Science and Policy Analyst, Keystone Policy Center

2017

Keystone, CO

- Environmental research and spatial analysis on a variety of topics

## EDUCATION

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### Williams College, BA in Geoscience

Class of '19

Williamstown, MA

- GPA: 3.2. Relevant courses: field geology, mineralogy, structural geology, geobiology.
- Honors thesis on goldfields in California, won Freeman Foote Award (departmental honors)

### Palisades Charter High School

Class of '15

Los Angeles, CA

- GPA: 4.0

## PERSONAL

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Hobbies: Surfer, sailor, spearfisherman, skier, climber, rugby player and avid rock collector.