

Monica Lee

A former early stage venture capitalist who relishes being an entrepreneur, Monica currently leads business development at Pure Watercraft, the “Tesla” of electric powerboats and outboards. She is also the co-founder of the educational search engine startup Red Hoop.

Keen on helping young tech companies, Monica specializes in taking on multiple operating roles at startups to help them grow quickly, raise their next rounds of investment from angels, venture firms and corporations. She has spent the majority of her career building and investing in Internet businesses, from the e-commerce and community spaces, to social recommendations and social finance. Most recently, she was Director of Sales at Social Finance, Inc. (SoFi), a disrupter of the \$1 trillion student loan market, where she raised lending capital from accredited alumni investors and hedge funds for university-specific investment funds. SoFi’s corporate investors included Doll Capital Management and Renren.

Before SoFi, Monica honed her business development, sales and marketing skills as part of the early team at a number of companies, including venture-backed startups Loomia, CityAuction (acquired by Ticketmaster-CitySearch; now IAC), and Match.com (also acquired by TMCS/IAC). She also spent five years at Charter Venture Capital, handling early stage investments in the Internet, data security and enterprise software sectors. Previously, she also worked in the US- Japan New Ventures arm of a Japanese telecommunications firm.

Monica is a tireless tour de force who enjoys bringing people together. She founded both a 4000+ member Silicon Valley professional group and a 2000+ member surf community that grew quickly over 15+ years of producing networking events, unique experiences and fundraisers supporting charity causes. She is also active in producing panels and events for the 5000+ member Harvard Asian Alumni Alliance, mainly for its Global Summit Conference and its inaugural 2010 ELEVATE Pitch Competition for business startups, social impact initiatives and arts & entertainment ventures.

Monica holds an AB in Psychology from Harvard and an MBA from MIT's Sloan School of Management. She is a former competitive swimmer and figure skater (roller, not ice) who has swum from the Golden Gate Bridge to the Bay Bridge. These days, she is an avid surfer who enjoys traveling around the world for waves and kiteboarding adventures.