



# Pathrise

Land your dream job

# Problem

**The job search is hard.**

*Job seekers don't know how to optimize their job search to land the best job.*

# Solution

**Pathrise coaches job seekers on how to land the best job.**

- Online program and platform
- 3-4 months on average
- Weekly live video sessions
- Focused on optimizing the job search, not technical education

# Business Model

**Job seekers pay \$0 upfront.**

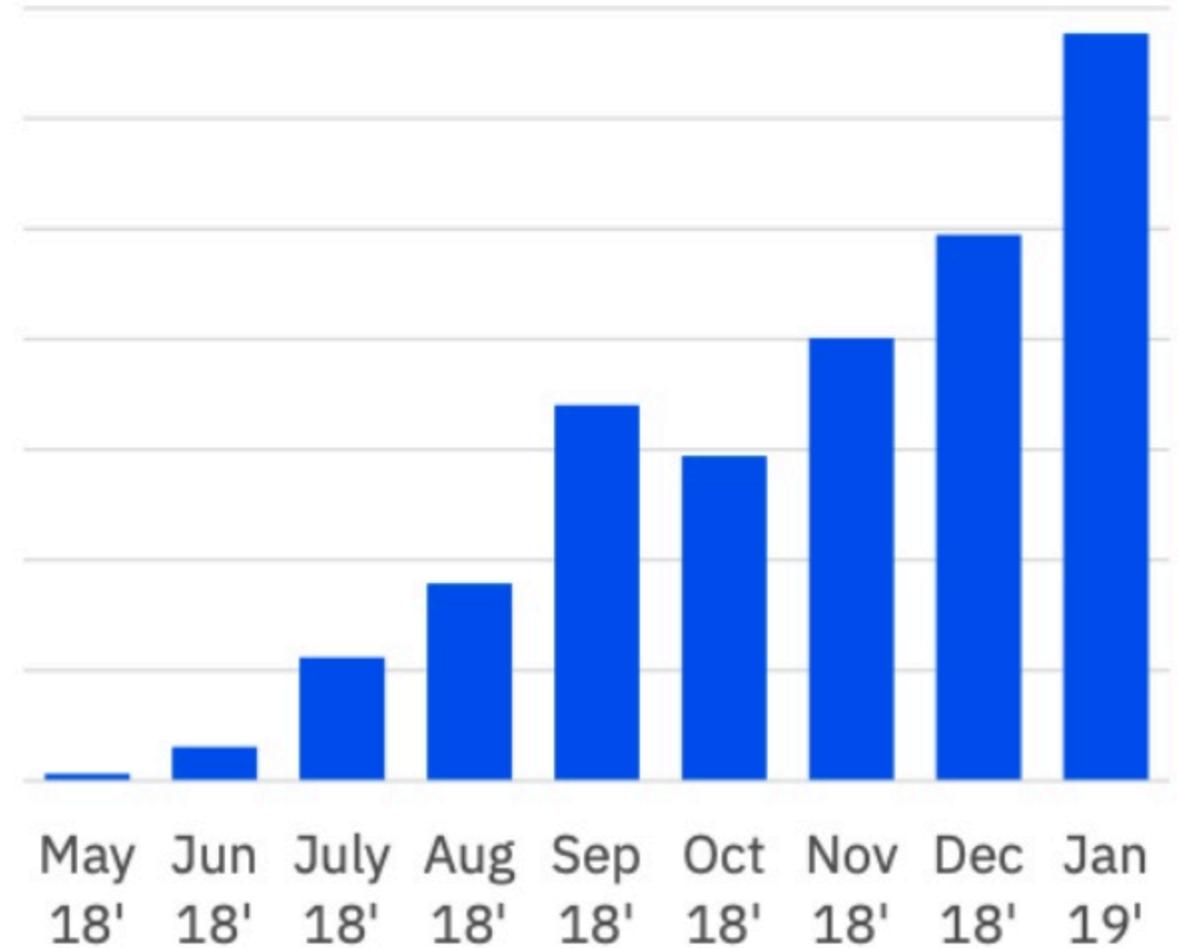
*Instead, they sign a contract to pay us 9% of their first year's income only after they get hired.*

# Revenue

- 421 fellows placed
- \$9000 revenue per fellow
- 94% hired within 9 months



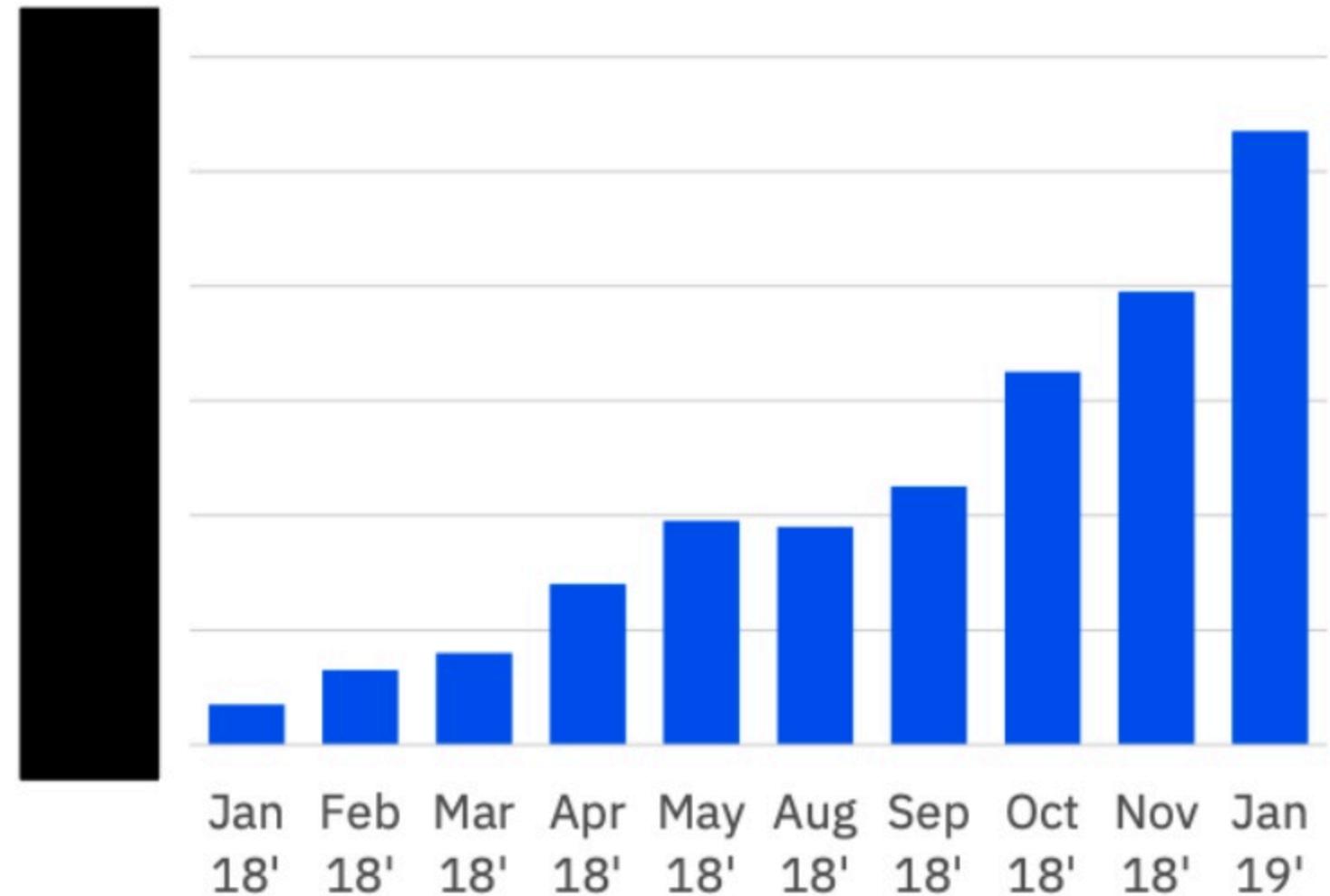
## Revenue Per Month



# Enrollment

- 1000+ fellows enrolled
- 10%+ MoM growth rate
- Waitlist of 1000+ prospects

Enrollment Per Month



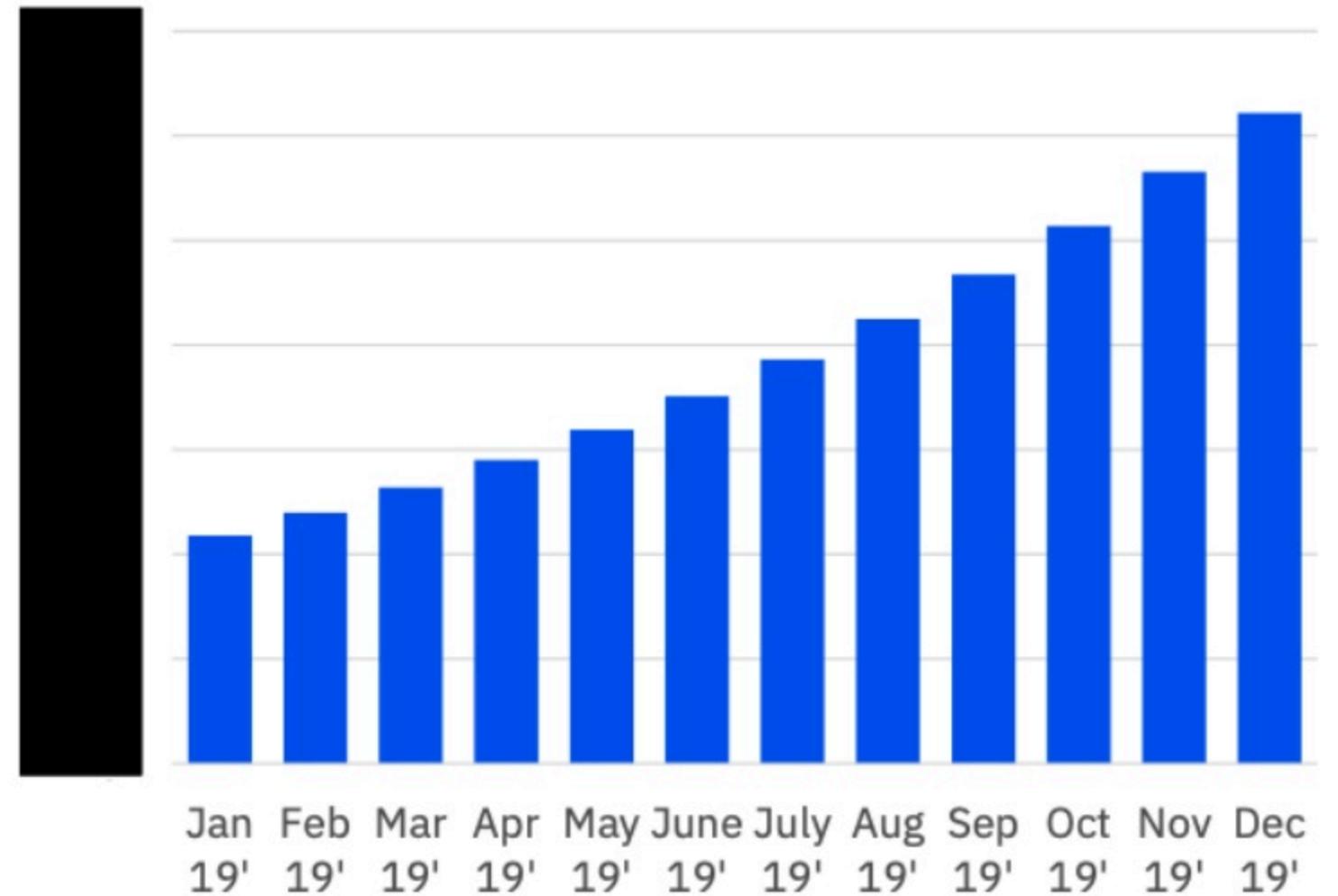
*June, July, and December enrollment was paused*

# Projections

If we grow at half our current growth rate for 2019...

- 2300 risers enrolled

## Projected Enrollment Per Month



# Market

3.2M new graduates

1.4M white collar workers in early 20's looking to switch

\$50k salary (*our current average is 2x this*)

9% income share

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**\$20.7B market**

# Outcomes



# Network Effects

**Each new riser makes Pathrise more valuable.**

- Builds P2P community
- Gives exclusive data on hiring processes
- Improves acquisition with brand and referrals
- Become future hiring managers and get current students hired
- Come back as future advisors

# Team



**Kevin Wu**  
CEO



**Derrick Mar**  
CTO

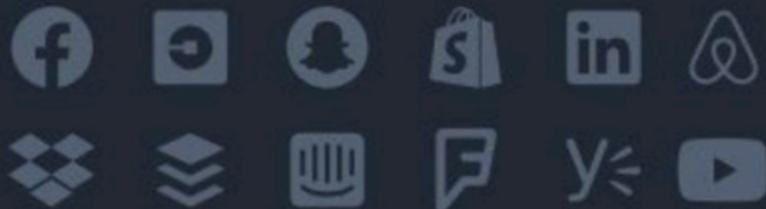
The Facebook logo, consisting of the word "facebook." in white lowercase letters on a dark blue rectangular background.

**facebook.**

# Fundraising

**We are considering \$3M in this process.**

- Fill unmet demand by hiring advisors faster
- Further develop software and data advantage



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