

MAI TRAN

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PROFILE

Strategic Partnerships leader with 8+ years building and scaling multi-threaded partnerships across consumer marketplaces and technology platforms. Led DoorDash's largest enterprise portfolio, \$500M+ topline, 2xed the business in 18 months. A 0-to-1 builder at heart with a track record of shaping the opportunity, economics, deal structure, and operating model when there isn't a playbook yet.

SKILLS

Strategic Partner Management | Partner Portfolio Growth | C-Suite Relationships | QBRs & Business Reviews | Funnel & Conversion Analysis | Forecasting & Business Planning | Complex Deal Structuring | Renewals & Commercial Negotiation | Partner Launches & Optimization | Product Integration | Cross-Functional Leadership | Partnership Playbooks

EXPERIENCE

MaxRx, Remote

Aug 2024 to Present

Director, Strategic Partnerships

- Built and commercialized MaxRx Wholesale from 0 to 1, creating a new B2B distribution model connecting clinics with licensed compounding pharmacies; onboarded 40 partners nationwide and grew channel revenue 170% in 11 months.
- Led rollout of an AI-powered routing partnership, defining pilot and adoption metrics; quadrupled usage in 16 weeks and used partner economics and performance signals to drive 82% repeat ordering in 3 months.

DoorDash Inc., Remote

Jan 2022 to Jul 2024

Manager, Enterprise Strategic Partnerships

- Led DoorDash's largest portfolio, 8 flagship partners including Albertsons, Kroger, and ALDI (\$500M+ topline); doubled the business in 18 months through new product partnerships and multi-market expansion.
- Shaped BD strategy and deal economics for Sprouts and [ALDI](#), two of the vertical's largest deals, structuring tiered commissions, co-investment, incentives, and data-sharing terms.
- Built DoorDash's first [curbside](#) fulfillment model, shaping the product roadmap and leading cross-functional execution across Product, Eng and Ops from pilot to 500+ stores; codified the model into a playbook adopted by other 20+ partners.
- Owned partner lifecycle from integration through full-scale launch and optimization, driving 230% average YoY growth across portfolio.
- Ran executive QBRs and portfolio planning, using forecasts, ROI, and performance data to surface risk, guide Product investment, and negotiate pricing, SLAs, and multi-year renewals.

Xinova, Seattle, WA

Jan 2018 to Jan 2022

Manager, Strategic Partnerships

- Managed technology partnerships with PepsiCo, AkzoNobel, and Honda, translating partner needs into solution requirements, commercial models, and commercialization paths.
- Led partnerships from discovery through negotiation and implementation, aligning technical, Legal, Finance, and external stakeholders around economics and launch.

EDUCATION M.P.S., Retail Management, LIM College (2017)
