

EDUCATION

INSEAD (MBA Class of 2026) Singapore/ France
Awarded (€30k) INSEAD MBA'93J Endowed Scholarship (1/450+ students) 2025-2026

- **AI Club, Co-Founder:** Built a 60+ member AI community; led hands-on workshops to prototype and ship AI agents/websites
 - Independently shipped two live tools for Indian SME apparel sellers who are unable to tell what they earn per order - exposing hidden platform deductions and identifying the optimal price per SKU to maximise margin
- **Moss (YC F25), Growth:** First non-technical hire; setup and automated internal processes; built the GTM motion with team
 - Identified three structural gaps in existing pricing, benchmarked against competitors and shipped a new pricing model that helped unblocked stalled enterprise deals

LADY SHRI RAM COLLEGE FOR WOMEN, UNIVERSITY OF DELHI New Delhi, India
Bachelor of Commerce (Hons) - 8.7 CGPA (Dept top 10%; Winner of EY scholarship for agri-tech business plan) 2016-2019

- **Entrepreneurship Cell, President:** Co-founded Project Vriddhi - skill exchange initiative; Ideated incubation program for mentorship

EXPERIENCE

ELEVATION CAPITAL (Formerly SAIF Partners) Gurugram, India
India's largest homegrown VC fund with \$3.5B+ AUM
Pre MBA Investment Intern (Clean Mobility) 2025

- **Investment Strategy:** Built fund's EV investment thesis by mapping the value chain and analyzing ~\$2B of India-focused venture funding across 9 sub-sectors; benchmarked scaled global outcomes to identify whitespaces across categories
- **Deal Sourcing:** Sourced 40+ companies and surfaced 2 deals in component manufacturing and EV second life through investor networks, advancing to partner discussions
- **Diligence:** Evaluated 10+ deals on economics, scalability and returns across OEM, energy delivery, battery and platform plays
- **Stakeholder Alignment:** Presented the final thesis to GPs, shaping the fund's view on opportunities and required unlocks to scale

Sr Associate, Corporate Development | Associate | Analyst 2022-2025
Co-built Corp Dev practice with Director

Portfolio Support: Supported 7 portfolio founders on expansion, profitability initiatives, M&A and IPO plans

- Deep-dived Chaayos' (tea café chain) store economics and benchmarked QSR P&Ls to identify co. cost levers for margin expansion
- Built offline store expansion strategy and IPO plan for 'The Souled Store', India's largest omnichannel lifestyle brand
- Partnered with Rivigo's leadership on its \$25M distressed sale to Mahindra - India's leading 3rd party logistics provider by enlisting potential acquirers, preparing valuation considerations and overseeing data room

Corporate Development: Enabling portfolio access to multiple global capital pools, driving 30% growth in term sheets

- Rebuilt Elevation Connect (India's largest VC-founder conference) from a manual process into an automated workflow, building standardized data intake, access controls, and matching logic to scale coordination across ~40 portfolio cos. & 200+ global funds
 - Reduced effort from a 10-person, months-long process to ~5 hrs/week for single month under one owner; enabled 600+ meetings, doubled conference attendance, and improved investor and founder NPS (direct feedback to fund GPs)
- Nurtured relationships with ~200 funds including Granite Asia, KKR, ADIA, QIA, a16z etc. (~30% new to India); expanded coverage across Americas, Europe, Middle East, SEA, enabling capital infusion for ~60+ portfolio companies and executing 14+ roadshows

Portfolio Exits, Fundraises and internal evaluations: Drove transactions of ~\$700M+ for 15+ deals in Consumer, Fintech, and SaaS

- Evaluated portfolio exit opportunities and led investor negotiations totaling \$400M+, along with Partners
 - Transactions include ~\$300M stake sale in NSE and Swiggy and coverage of key assets including Urban Company, Meesho, Acko
- Co-led fundraising strategy to secure \$300M+ funding, helping successfully close 10+ deals including \$18m for AppsForBharat

UBS Mumbai, India
Investment Banking Analyst 2021 - 2022

Youngest amongst 10-member client-facing team in India; Covered 15+ domestic/global clients across Consumer, Media, Insurance

- Secured \$300M IPO mandate for a leading IPL cricket team by creating pitch book and detailed financial projections; Collaborated with CFO and finance team to strategize pricing, building company's future growth story and model for IPO-readiness
- Built financial model and strategic roadmap for \$50M financing for India's top poker platform, considering regulatory challenges

KPMG Gurugram, India
Deal Advisory Executive - TMT | Analyst 2019 - 2021

Evaluated 13 transactions including 5 public deals with \$17B combined market cap; Led diligence for PE and strategic investors

- Collaborated with a 10-member team to facilitate acquisition of quick commerce retailer - Grofers (now Blinkit) - by Zomato
 - Helped reduce asking price by 8% by identifying the temporary trend of Covid-induced high AOVs and low marketing expenses
- Oversaw Flipkart's strategic investment in Universal Sportsbiz to strengthen firm's position as India's leading online fashion retailer
 - Identified EBITDA adjustment of 17% driven by incorrect revenue recognition, helping buyer renegotiate valuation by ~9%

COMMUNITY LEADERSHIP & SPORTS

- **Women in Finance, Co-Founder:** Launched program to mentor 50+ undergrad women on financial modelling and deal evaluation
- **Tennis Enthusiast:** Represented school, college and zone across tournaments; Coached ~10 students at The Tennis Project