

Internet Entrepreneur
Co-founder
www.accentium.com
Grew startup to 60+ employees across India
Topline INR 5Cr
Highly profitable!
Jul 2007 - Sep 2010

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MBA Degree
Indian School of Business
(ISB, Hyderabad)

Best decision so far!

April 2006

5+ years of experience
as an entrepreneur and
management consultant

very lucky to have done a lot in
life already! and the real
fun hasn't even started!
Excited!

Awarded the **ISB Young Leader Award** for
leadership excellence.
Only 4 students in the
batch of 345 received it

That medal is going to the
grave with the body!!

Management Consultant
A.T. Kearney

Made crazy excel sheets,
wore nice suits, got paid a
lot and met some of the
smartest people ever!
Learnt how to structure

May 2006 - Apr 2009

MS, Physics/Statistics
Michigan State Univ

Full scholarship! Much to
dad's comfort! Bought the
1st computer with the
stipend! such joy...
April 2004

Consultant
NIS Sparta

Registered average target
achievement of 117% in
the 4 review quarters
Left it for ISB

Apr 2004 - Mar 2005

Photography - stress buster!

Won 4 national competitions in
6 years of association with photography.
Work published in National Geographic
(Online) and 2 Coffee Table Books

Public Speaking - bournvita!

Won 21 debates as a student at the
University of Delhi.
Regular speaker at MBA schools on
areas such as Internet, Entrepreneurship.
Spoke at MDI, FMS, ISB in the last
6 months

Fastest promotion in
ATK India History;

Promoted to Associate
in 1.5 years against
firm average of 2.5 years

Humbled!

BS, Physics
Hindu College,
Delhi University

Paid for the tuition
through debating wins!
Actually, made much more

PASSIONATE ABOUT ENTREPRENEURSHIP
Regularly mentor entrepreneurs on
multiple aspects of their business

PASSIONATE ABOUT PROBLEM SOLVING
Think it's got to do with the zodiac!
Excel FREAK! And all decisions have to pass
through it!

PASSIONATE ABOUT PEOPLE
Ability to listen more than speak
Crave for people with the right attitude!
Believe in employee first policy

ISB CGPA: 3.43
(Top 11% of Class)
MSU CGPA: 3.91
(Ranked First in Class)
Hindu CGPA: 3.04
(Ranked First in Class)

Yup!! Nerdddd!



- > Professional with 5+ years of experience as an Internet Entrepreneur and Management Consultant
- > Hands-on experience of building a business along with a comprehensive understanding of the Indian Internet Industry
- > Strong analytical skills with a penchant towards problem solving matched with effective inter-personal skills
- > Passionate about entrepreneurship, the Internet and creating large-scaled impact

PROFESSIONAL EXPERIENCE



Co-Founder, Accentium Web

Jul 2007 - Sep 2010

Part of the 3-member founding team at Accentium Web. Part-Time capacity till April 2009

Accentium Web is one of India's fastest growing Internet companies, with a portfolio of 6 products such as SecondShaadi (#1 Remarriage), StudyNation (#1 Education), Gaadi (#2 Auto) and SitaGita (#2 Women's)

- Accentium reached topline of INR 5Cr (2009) with a 50% y-o-y growth; profitable since its 18th month
- Grown to 60+ employees across Delhi, Mumbai, Hyderabad, Pune and Bangalore
- Product managed StudyNation and championed its rise to #1 Education Portal in only 9 months. Handled all aspects across product design & development, sales & operations
- De-facto HR Head, managing recruitment and retention; Attrition of less than 1%
- Expert understanding of the Internet Industry, online advertising market and product development & design



Associate

May 2006 - Apr 2009

Engaged with top clients across Media & Entertainment, Real Estate, Oil & Gas and Private Equity

- Fastest promotion in ATK India History; Promoted to Associate in 1.5 years against firm average of 2.5 years
- Led multiple engagements from PE investment evaluation to market entry strategy to cost-reduction initiatives
- Cross-cultural exposure through engagements in Middle East and USA in addition to India-based ones



Consultant

Apr 2004 - Apr 2005

NIS Sparta Ltd. is Asia's largest corporate training consultancy with turnover of Rs. 500 million

- Registered average target achievement of 117% in the 4 review quarters. Client satisfaction stood at highest 4.89/5.00
- Fetched India's largest order for psychometric tools by statistically designing & developing recruitment tool

ACADEMIC QUALIFICATIONS



Post-Graduate Program In Management (MBA, Finance)

Apr 2006

CGPA: 3.43/4.00 (Top 11% amongst Class of 360)

- Awarded the ISB Young Leader Award for academic and extra-curricular excellence. Only 1% of batch received the award
- Developed statistical macroeconomic model to predict yearly growth of employment (organized sector) in the Indian economy, for India's leading HR consulting firm. 1st time such an employment index was introduced in India



MS, Physics

Apr 2004

CGPA of 3.91/4.00; Rank 1/103

- Derived a 'never-before published' age for the Milky Way using sophisticated statistical tools, as a research assistant



Hindu College
Delhi University

BS, Physics

Apr 2001

Aggregate of 76.29% over 3 years; Rank 1/23 (College); Top 5% in Delhi University

- Recipient of the National Scholarship awarded by the Department of Physics to the top students of the department

PERSONAL AND BEYOND WORK

- Entrepreneurship** - Passionate about entrepreneurship; Regularly mentor entrepreneurs on multiple aspects of their business
- Alum Member of the ISB Entrepreneurship Cell, aimed at encouraging current students to take the plunge

- Photography** - Won 4 national competitions in 6 years of association with photography
- Work published in National Geographic (Online) and 2 Coffee Table Books

- Public Speaking** - Regular speaker at MBA schools on areas such as Internet, Entrepreneurship. Spoke at MDI, FMS, ISB in the last 6 months
- Won 21 debates as a student at the University of Delhi