

unearth

Connecting India's best talent and early-stage businesses

Founding team

3rd year UGs at IIT Bombay that live in Hostel 2 and are great friends.

This is our second venture in the last year, with the previous one (AI-enabled collaborative decision making) teaching us valuable lessons about creating a project v/s building a business.



Himank Gupta

BA @ McKinsey



Agnipratim Nag

SDE @ Databricks



Priyam Garg

ML @ American Express

Our incoming
internships in
Summer 2024

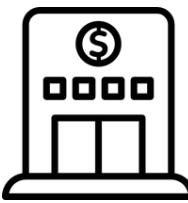
Our areas of
expertise

Business

Technology

Initially, all three of us are working on everything

Poor situation around internships



Growing startups

Need diverse and quality talent to help grow the firm

- Low discoverability amongst elite talent
- Not enough resources to find and screen candidates



Existing Platforms

Unreliable timelines

Unscreened firms & talent

Too much volume for growing startups to handle

No trust | No success



Young talent

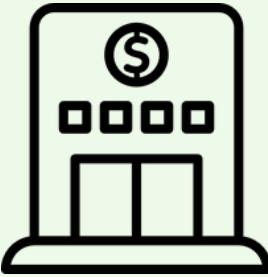
Need opportunities to further their career

- Difficult to find quality startups that are hiring
- Unaware of the opportunities that exist beyond campus recruiting

In top colleges, only the top 20% of candidates get an internship on-campus

Almost no startups recruit due to long processes, difficult placement teams and many restrictions

Mobilising India's workforce through quality internships



unearth.



Growing startups that need top quality interns and are ready to nurture & compensate



Network of top talent across IITs, BITS, DU, Xaviers looking for exciting internships

Why us?

Headhunters
for internships

- Well placed to build a network of the brightest students in the country
- Understand exactly what works for talent (commitment levels, domains)
- Right experience to help firms extract maximum value out of interns
- Offering a premium, highly personalised talent <-> firm connect

Unpacking **unearth** : What is our engagement model?

Outreach and introductory call with firm

If satisfied, candidates are informed and a flat Rs. 2000/- deposit is charged to firm to set up the interviews

15 day trial period, where the firm can remove a candidate and we will refund the amount

Send across appropriate resumes from the talent pool

If happy, firm can hire the candidate(s) and a fee of Rs. 2000/- per candidate is charged

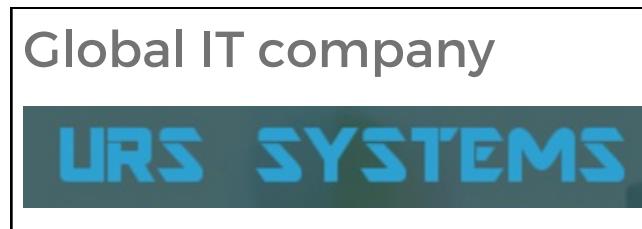
10% of first month's stipend is charged at the end of 1 month from the firm and the candidate

Deposit is included in the payment: pay for (n-1) candidates

Deposit is charged to ensure the seriousness of firms

We started on 18th Oct '23 and have hit the ground running

a few examples...



Successful engagements

- 5 Developers
- 1 UI UX Designers

Further requests after initial selections

- 2 Developers
- 1 Designer



- 1 Data Science
- 1 Business Strategy

- 2 Developers
- 1 Designer



- 4 Business Research

- 2 Consulting



- 1 Electrical Engineer
- 1 Data Science

- 5 ML/AI developers
- 2 Marketing
- 1 Product



- 3 Business Dev
- 3 Marketing

- 2 Business Dev
- 2 Marketing

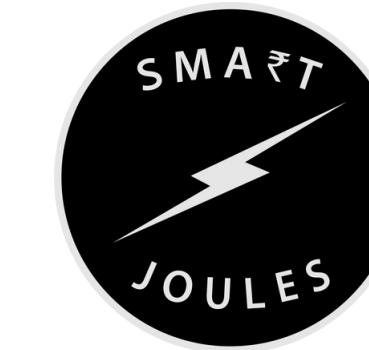
Our partners: past & in the pipeline



D E S
D E V
L A B



Saptang Labs

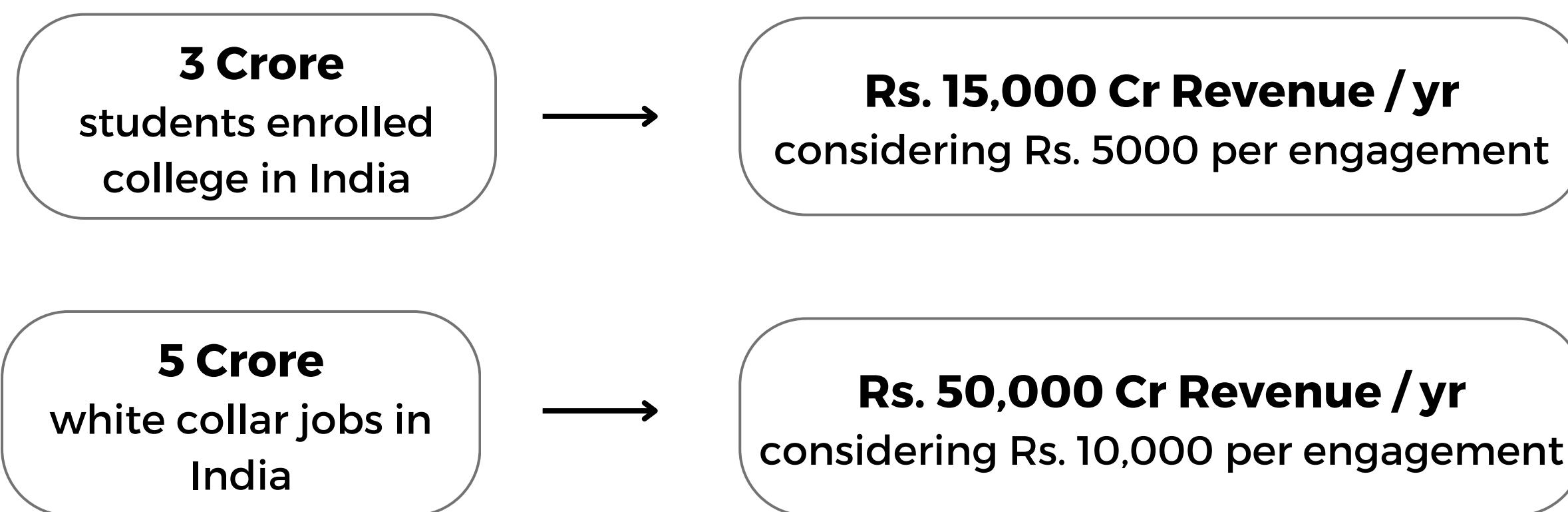


In total, these firms looking for 15+ interns, with tentative revenue of
Rs. 1,50,000 by December end

Some relevant numbers

Revenue (first 21 days)	Rs. 80,000
Cost (first 21 days)	None

Market Size for unearth



Internship Market

Job Market

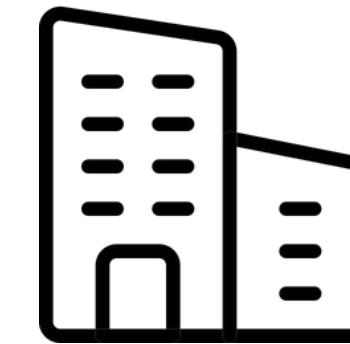
Unearth AI



unearth's LLM-based software

AI-assisted shortlisting process in under a minute

- Intelligent suggestions
- Resumes snippets relevant to JD
- Data driven analysis of large resume pools



Candidate Assist GPT

- Intelligently help build your profile
- AI-enabled mock interviews
- Real time job recommendations



What's next?

Key Successes:

- Problem exists and stakeholders are willing to pay to solve
- Our simple solution solves the problem satisfactorily

Key challenges:

- Meaningful iteration and high-quality outreach
- How do we make this scalable?
- How do we differentiate ourselves from platforms?

What we need:

- Newer ways to get connected to startup founders
- Funds to build the tech (GPT, plug-ins, etc.)
- Mentors to help us prioritise our roadmap