

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



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



unearth.



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

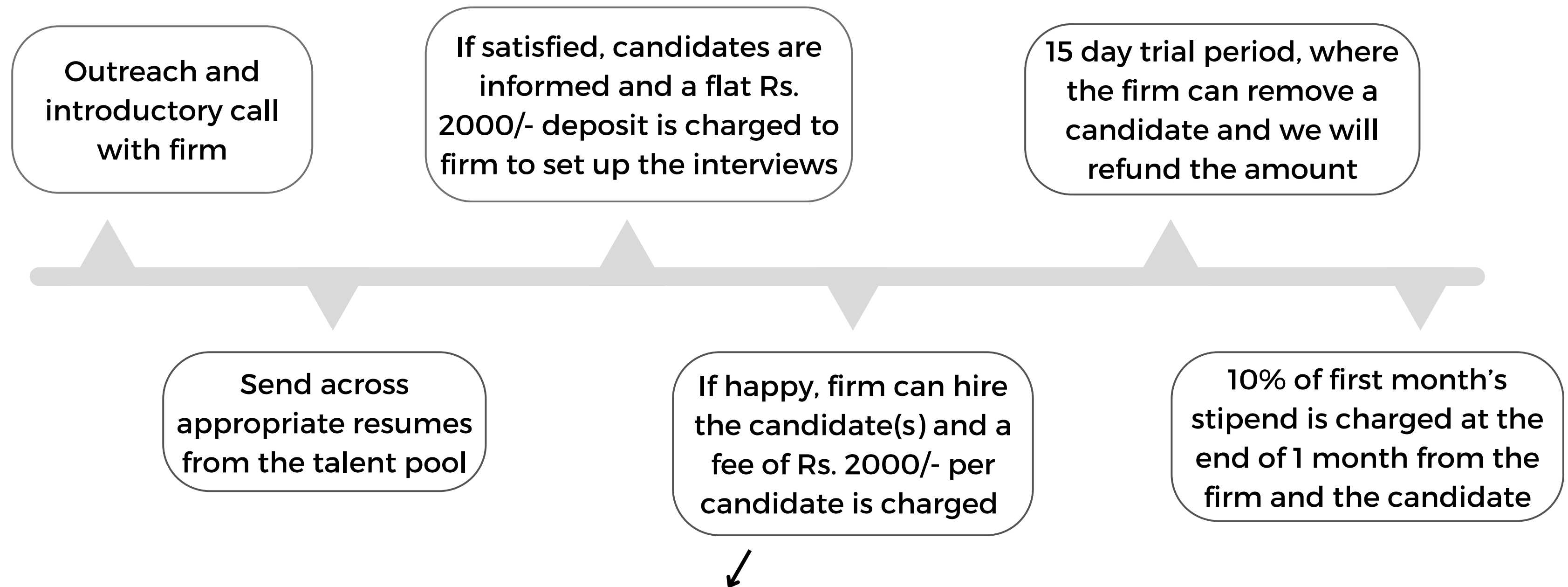


Why us?

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?



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

Further requests after initial selections

Global IT company

URS SYSTEMS



- 5 Developers
- 1 UI UX Designers

- 2 Developers
- 1 Designer

Agri-fin-tech startup

Hesa



- 1 Data Science
- 1 Business Strategy

- 2 Developers
- 1 Designer

Boutique consulting firm

FRACTIONED



- 4 Business Research

- 2 Consulting

(YC) Clean-Tech startup

Coulomb AI



- 1 Electrical Engineer
- 1 Data Science

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

Marketing AI startup

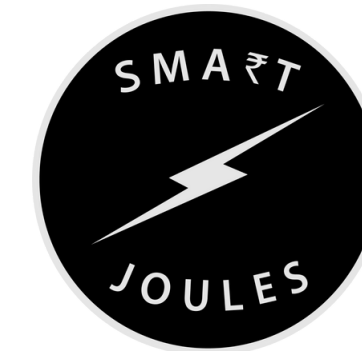
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- 3 Business Dev
- 3 Marketing

- 2 Business Dev
- 2 Marketing

Our partners: past & in the pipeline

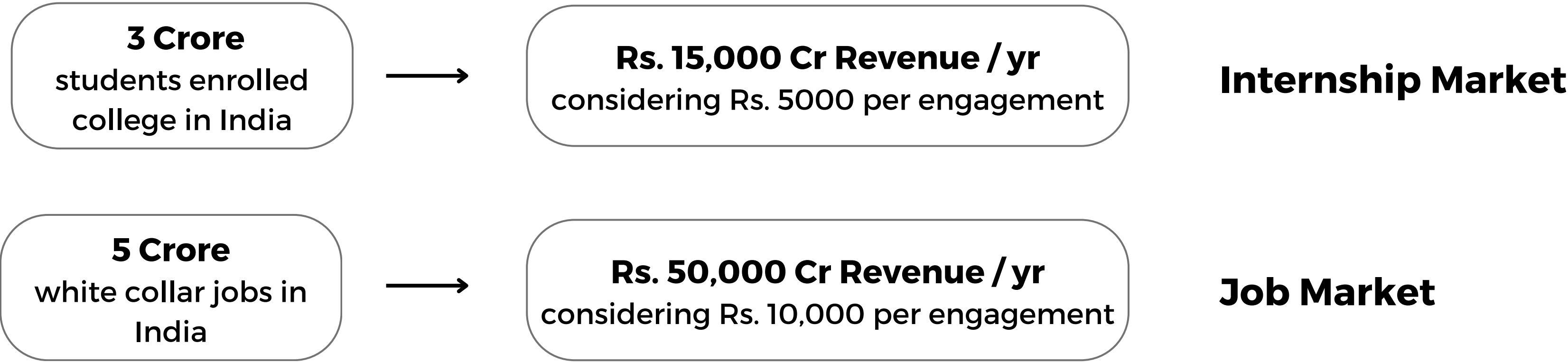


In total, these firms looking for 15+ interns, with tentative revenue of Rs. 1,50,000 by December end

Some relevant numbers

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

Market Size for unearth



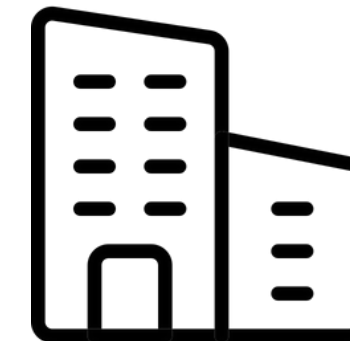
Unearth AI



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