

Contact

www.linkedin.com/in/warikoo
(LinkedIn)
www.ankurwarikoo.com (Blog)

Top Skills

Entrepreneurship
Business Development
Business Strategy

Honors-Awards

FORTUNE India 40 Under 40 List
FORTUNE India 40 Under 40 List
India's Top 25 Executives below 40 years (2013)
India's Most Promising Entrepreneur Award (2013)
ISB Young Leader Award 2005-06

Publications

The Indian Industrial Sector - A Cleaner Future

Ankur Warikoo

Founder nearbuy.com, Mentor, Angel Investor, Public Speaker
New Delhi

Summary

Ankur Warikoo is an entrepreneur, angel investor, mentor and public speaker, based out of India.

He founded nearbuy.com in 2015 and was the CEO until 2019. Prior to that, he started the Groupon India business in 2011 and was the APAC GM, until 2015.

He is passionate about public speaking and is often found speaking at corporates, colleges, schools and conferences - largely on motivation, leadership, consumer internet and entrepreneurial mindset.

He is an active angel investor and invests in early stage tech startups and mentors the founders on Product-Market-Fit, Talent hiring & retention and the founder mindset.

About Brand "warikoo"

Brand warikoo started in 2016 when Ankur was the CEO of nearbuy.com

The brand was started primarily to own the story and to create a brand for potential talent . Due to his love for public speaking Ankur volunteered for the task and with that, one fine Wednesday, recorded a video with the title "if you don't ask, the answer is always no!" He called it "warikoo wednesdays".

Since then, the brand has grown many folds and is present across most top social networks. The brand continues to grow largely through video content, by helping people make choices from a point of awareness and not ignorance.

Experience

nearbuy.com

5 years 1 month

Cofounder & Board Member

October 2019 - Present (11 months)

India

In November 2019, I stepped down as the CEO of nearbuy.com, with my 2 cofounders taking operational charge of the company.

I continue to be a shareholder and serve on the board of the company.

Cofounder & CEO

August 2015 - October 2019 (4 years 3 months)

India

India's largest commerce platform for everything local

www.nearbuy.com

nearbuy.com happened as a Management Buyout of Groupon's India business. We partnered with Sequoia Capital India and created an independent company, called nearbuy.com

In 2017, Paytm invested in the company, and we merged with Little App, to create a 88% market share company. Little + nearbuy.com are run by the management team of nearbuy.com

Internet & Technology Companies

Angel Investor

July 2014 - Present (6 years 2 months)

India

I invest as an individual angel investor, at the seed stage, with a focus on consumer internet startups.

I look for fearless teams with a strong risk appetite, willingness to get uncomfortable and curiosity that of a child!

Connect with me on warikoo@gmail.com

Indian School of Business

Board Member

July 2014 - July 2017 (3 years 1 month)

New Delhi Area, India

Part of ISB's Next Generation Leaders Board (NGLB)

The NGLB comprises a group of young Indian and global leaders representing the business, political, academic, government and development sectors who provide thought leadership and strategic advice to the Dean and the Executive Board to shape the future direction of the School.

<http://www.isb.edu/about-isb/leadership-and-governance/next-generation-leaders-board>

Groupon

4 years 5 months

CEO, India

March 2011 - July 2015 (4 years 5 months)

India

Started the India business for Groupon in 2011 as its founding CEO.

First office, first employee, first merchant.

Did a management buyout in August 2015, to convert Groupon India into nearbuy.com - independent of the Groupon portfolio.

Head, Groupon APAC Emerging Markets (India, Indonesia, Thailand, Philippines)

June 2013 - December 2014 (1 year 7 months)

Asia

Managing the APAC Emerging Markets Regions for Groupon, comprising India, Indonesia, Thailand and Philippines.

The region identifies the future growth region for Groupon, with over 245Mn Internet users, expected to grow to 400Mn by 2015

For any suggestions and feedback on any of these Groupon markets - please do not hesitate to connect directly on ankur.warikoo@groupon.com

Rocket Internet GmbH

Venture Partner

December 2010 - April 2012 (1 year 5 months)

Worked as a Venture Partner for Rocket Internet, setting up their India office alongwith 2 other Venture Partners. Part of the pre-launch team for Jabong.com before moving onto Groupon (which, at that time, was also a Rocket Internet Investment)

Founded in 2007, Rocket Internet GmbH has its headquarters in Berlin. Rocket supports internet startups in more than twenty countries around the world. Some of its best-known Internet projects are Zalando, FoodPanda, Groupon (formerly CityDeal) amongst others.

Accentium Web

Co-founder

April 2007 - September 2010 (3 years 6 months)

April 2007 - Mar 2009: Part Time

Mar 2009 - Sep 2010: Full Time

Accentium was started by Vivek Pahwa, where Umang and I joined as Co-Founders during the course. Vivek continues to act as the CEO of Accentium Web.

Operated in a part-time capacity alongwith my full-time commitment at ATK from 2007 to 2009. Jumped fulltime into Accentium in April 2009. Exited from the venture in Sep 2010.

Accentium back then operated a portfolio of 6 websites, spanning products and services

Gaadi.com

**Gaadi was sold to MIH (Naspers) Group in March 2011 - <http://www.medianama.com/2011/02/223-mih-group-acquires-majority-stake-in-gaadi-com/>

SecondShaadi.com - India's No. 1 site for people looking for a Second Marriage and the 4th largest matrimonial site in India

StudyNation.com

Taaza.com

SitaGita.com

AdLift

A.T. Kearney

Associate

May 2006 - April 2009 (3 years)

Part of ATK's Consulting Team in India. Handled projects across multiple industries, specifically Media & Entertainment, Retail, Real Estate, Private Equity and Oil & Gas.

Worked in Dubai and New York, in addition to India-based projects.

NIS Sparta

Consultant

2004 - 2005 (1 year)

NIS Sparta is Asia's Largest Corporate Training Consultancy. Was part of the (training) design and development center along with development of psychometric tools

Education

Indian School of Business

MBA, Finance · (2005 - 2006)

Michigan State University

MS, Astronomy and Astrophysics · (2002 - 2004)

Hindu College

BSc, Physics · (1998 - 2001)

Don Bosco School, New Delhi

High School, Science · (1986 - 1998)