

SHIVANSH PAHWA

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EDUCATION

Indian Institute of Management Bangalore (IIMB)

Bachelor of Business Administration, Digital Business and Entrepreneurship

Bengaluru, India

Sep 2025 – May 2028

- Average 71.2% to date (First Class)

Mesa School of Business

Undergraduate Programme in Entrepreneurship (concurrent)

Bengaluru, India

Aug 2025 – Oct 2029

- GPA 3.78 / 4.00; selective cohort of 100 that learns by building and running real businesses

Choithram School North Campus

Indore, India

- Class XII (CBSE, Commerce): 74.4% (2024); Class X (CBSE): 84.0% (2022)

PROFESSIONAL EXPERIENCE

Kyra

Bengaluru, India

Founding Member, women-led ride-hailing startup

Jan 2026 – Present

- January pilot:** ran the first pilot with zero ad spend, turning 500+ inbound leads into 100+ paying customers
- Rider app:** 2,300+ organic downloads and 1,100+ booking attempts with zero ad spend
- Driver app:** ~450 organic downloads; track each step of the six-step driver signup to fix where drivers drop off
- Driver acquisition:** own driver-side growth, from sourcing drivers to getting them through onboarding
- Hiring and team:** interviewed and hired interns; manage a team of 5 and own their output on acquisition and marketing
- Marketing:** co-created 4 reels that lifted average views per reel 27x and grew followers 5x in one week
- Finance and compliance:** run analysis, valuation and investor outreach; keep every strategic step legally compliant

Loopdesk AI

Bengaluru, India

Go-to-Market Intern, AI SaaS

May 2026 – Aug 2026

- Interviewed 200+ customers in 12 weeks; the findings shaped which customer segment the company built for
- Built an outbound pipeline reaching 500+ prospects a day and dropped the segments that did not convert
- Grew monthly active users from under 10 to 200 in 3 months by refocusing on the right customer profile

reform

Bengaluru, India

Sales and Growth Intern, sustainable packaged water

Jul 2026 – Aug 2026

- Grew annual revenue run-rate 1.5x, from ₹10L to ₹15L (~\$10.5K to \$15.7K), in 4 weeks through a sales pipeline I built
- Found that repeat orders drove the business; held reorder rate above 50%, and every client I brought in reordered

FillintheBlank.store

Bengaluru, India

Co-Founder, D2C brand

Aug 2025 – Nov 2025

- Built the brand to ₹1.5L+ (~\$1.6K) revenue in 3 months and worked out the order value at which paid ads broke even
- Won B2B bulk orders that overtook D2C revenue

PROJECTS AND LEADERSHIP

Futtninja, football Instagram page

Aug 2019 – May 2023

- Grew the page to 1B+ impressions and 400K+ followers, all organic; sold it to a Barcelona media agency for ₹1L+ (~\$1K)

Lakshya Capital, Independent Equity Research (listed-equity fund, ₹200 crore / ~\$21M)

Aug 2026

- After a call with the founder, screened 20+ listed companies in specialty chemicals and China+1 manufacturing
- Assessed each on cash conversion, ROCE, working capital, tax rate and governance; wrote a memo and 2 due-diligence reports

Institute of Venture Building, Programme Manager and Student Mentor

Jun 2026 – Aug 2026

- Selected as 1 of 2 mentors from 9; took over as Programme Manager when the lead left mid-programme
- Ran a D2C business challenge for 14 student teams (50+ students) that made ₹25L+ (~\$26K) in 2 months
- Reviewed each team's revenue and unit economics every week, and reallocated the ₹30K (~\$315) grant per team

Student Mentor, Summer Programme, Mesa School of Business (1 of 9 selected)

Jul 2026

- Mentored 2 teams of 4 school students (ages 13 to 14) to ₹1.8L (~\$1.9K) revenue in 12 days, with ~1,300 customers

ACHIEVEMENTS

- 1st place, Mesa AI Hackathon (₹20,000): built an MSME credit evaluator on invoice and payments data in 24 hours
- 1st of 30+ teams, Mesa Idea Lab Sprint (₹15,000 funding), on the business case and market sizing
- 1st of 80+ CBSE schools, Bal Vigyan (Indore): business model built on 100+ target segment interviews
- 1st place, city-wide Ad-Mad Marketing Competition; 2nd place, State Basketball and Football Championships
- Volunteer, National Association for the Blind, Indore; Volunteer, Muskurahat Foundation

SKILLS AND INTERESTS

- Technical:** Excel, PowerPoint, financial modelling, DCF and comparables valuation, ratio analysis, unit economics
- Languages:** English (fluent), Hindi (native)
- Interests:** Contemporary and classical art, music, IP law in creative industries, mobility economics, football