Aarav Sharma

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EDUCATION

Example Business School (fictional) 2025 - 2027 (expected)
MBA

CGPA [X.X]/10. Entrepreneurship cell lead.

Example Institute of Technology (fictional) 2018 - 2022
B.Tech, Computer Science

First class; incubated a student venture in the college incubator.

EXPERIENCE

Example Tiffin Co (fictional venture) Aug 2022 - Jun 2025
Co-founder and Head of Operations, Pune

- Interviewed 60 office workers to validate demand for healthy tiffin subscriptions; piloted with 15 customers before spending on a kitchen.
- Grew to 220 weekly subscribers and Rs 6.5 lakh monthly revenue within 14 months; gross margin 38 percent.
- Cut delivery cost per order from Rs 42 to Rs 29 by batching routes and moving to 2 fixed delivery windows.
- Raised Rs 18 lakh from 2 angels; extended runway from 5 to 11 months by renegotiating 2 supplier contracts. Wound down in June 2025 after unit economics failed to improve; lessons documented.

Example Startup Studio Pvt Ltd (fictional) May 2026 - Jul 2026
Summer Intern, Venture Building, Bengaluru

- Ran 25 customer interviews to test a B2B invoicing idea; 3 of 25 would pay, so the team deprioritised it in favour of a stronger idea.
- Built a unit-economics model with 3 scenarios for a new venture; investors reviewed it in the seed-stage discussion.
- Created a landing page and pre-sale test that collected 140 sign-ups and 9 paid pre-orders in 3 weeks.

PROJECTS

Student startup competition: [campus fintech idea]

Finalist among 220 teams; built a working prototype and a 10-slide pitch.

Financial model: [subscription business]

Built a model with break-even, CAC payback and sensitivity on churn and price.

SKILLS

Core: Customer discovery, Unit economics, Early sales, Fundraising basics

Tools: Excel, Webflow, Airtable, HubSpot, Razorpay

Languages: English, Hindi, Marathi

EXTRACURRICULARS

- Entrepreneurship cell lead: ran a 4-week pitch bootcamp for 60 student founders.
- Angel investor community volunteer: reviewed 30 early-stage pitches.
- Weekend trekker; has led 4 group treks.

Fictional candidate. All names, employers, ventures, figures and contact details are invented for illustration.