

# Karun Pahwa

Strategy @Deloitte USI (1 year) | IIM Kozhikode | Experienced Corporate Lawyer (3 years)

## PROFESSIONAL EXPERIENCE - POST MBA

**Deloitte USI, Bangalore — Solution Advisor**

MAY 2022 - PRESENT

- Initiated **5 projects** worth **USD 1.5 Mn** for dev. of AI POCs; gathered requirements, managed scheduling, project flow, dependency mapping, planning and resource management
- Improved **resource utilization by 15%** for the pod; conducted end-to-end scoping and estimation of efforts for different projects and aligned with stakeholders to build & implement strategy
- Managed implementation of Inter-Firm Agreements valued at **USD 750K**; maintained transparency into the team's work through Agile tools; monitored and communicated team progress
- Worked with **cross-functional teams from 8 firms**; responsible for the development, maintenance & distribution of complex status reporting; communicated expectations & managed potential risks

## INTERNSHIPS / INDEPENDENT PROJECTS

**Upraised, Bangalore — Product Fellow**

MAY 2022 - PRESENT

- Developed **PRD** for a grocery order automation system for **reducing user efforts** to follow a healthy diet; surveyed potential users, proposed & analyzed the user journey and built wireframes

**Flipkart, Bangalore — Business Intern**

APRIL 2021 - JULY 2021

- Prepared a plan to improve CTR; analyzed competitors & user behavior; examined **100,000+ keywords** from **5M+ searches** to identify issues across the user journey
- Reduced **CTR by 5%**; developed a database of search patterns across **140+ product verticals**, enhancing search auto-completion and minimizing errors in search

**RoofandFloor, Bangalore — Associate Product Consultant**

FEB 2020 - APR 2020

- Increased monthly report **coverage by 300%**; analyzed **market segmentation** and user behavior in real estate markets to provide market insights to customers

**Analogy Design, Bangalore — General Legal Counsel**

OCT 2019 - APR 2022

- Reduced **time & costs by 95%** for closure of **100+ commercial agreements**; negotiated and standardized agreements; implemented review & reporting processes

**T.I.M.E, Hyderabad (Remote) — Content Consultant**

MARCH 2020 - OCT 2020

- Generated revenue of **INR 5L+** from test prep content; identified, onboarded, and **managed a team** of content writers to develop a question bank consisting of **500+ sets** of essay questions

## PROFESSIONAL EXPERIENCE - PRE-MBA / LEGAL

**I. Sagar Associates, Bangalore — Associate**

AUG 2018 - SEP 2019

- Facilitated a ramped-up GTM and **generated revenue of INR 35L+**; researched & advised on regulations applicable to **50k+ categories** for an upcoming e-commerce platform
- Drafted finance contracts for real estate projects worth **INR 2.5bn+**; conducted legal due diligence for PE/VC transactions and negotiated **70+ commercial contracts** for clients across **10+ industries**

**Office of Mr. Arunav Patnaik Advocate, Delhi — Associate**

JUNE 2017 - JULY 2018

- Achieved a **100% success rate** as an arguing counsel; successfully managed **20+ disputes** working with clients, officers of the court, govt. officials, support staff and other stakeholders

## EDUCATION

**Indian Institute of Management, Kozhikode — MBA**

AUG 2020 - APRIL 2022

- Finished as a **finalist** in the Bajaj Offroad Challenge, a business **case study competition** organized for 10 premier B-Schools; created a **marketing strategy** for a new product offering

**National Law University Jodhpur, Jodhpur — B.Sc. LL.B.(H.)**

JULY 2012 - MAY 2017

- Raised a record amount of funds from **10+ companies** like Coke Studio and BSNL; led a **30+ member team** as Chairperson of Sponsorship Committee for the college fest
- Finished as **2nd Runner-Up** out of **300+ teams** from around the world at the ICC Moot Court Competition held at the Hague, Netherlands

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## SKILLS

Intermediate at Azure DevOps,  
Proficient in Excel and Powerpoint,  
Learning MySQL

Project Management, Agile  
Methodology, Resource planning,  
Stakeholder Management

Market Research, Negotiation,  
Business Analysis & Strategy

## AWARDS

**Top APM Fellow, Nextleap APM Fellowship (2021)**- Prepared a product concept document and a landing page receiving **400+ visits with ~60% CTR** to finish in the **top 100 APM fellows** out of **350+** competitors

**Won a 1400 USD Scholarship, FDI International Arbitration Moot (2016)** - Finished in **top 4 of 64 teams** in the South Asian rounds; awarded scholarship to participate in World Rounds in Argentina

## ORGANIZATIONS

### Tahatto Theatre, Actor

Acted in the country's first interactive online play, 'The Importance of Failing Fabulously' & reached **300+ viewers over 5 shows**

### Teach for India, Volunteer

Designed holistic learning activities for online classes & helped students improve their reading levels as a program volunteer

## PUBLICATIONS

**Shorter Constitution of India by DD Basu, 15th Edition, LexisNexis**  
Researched and **summarized 1000+ case laws** & drafted several chapters of the leading commentary on constitutional law, referred to in 100+ SC cases over 60+ years