



Apoorv Gairola

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Summary

Solution focused professional with hands-on experience across mature, early stage and growth initiatives. Enjoys working through open ended problems, bringing structure to ambiguity, and aligning cross-functional teams to drive projects to closure.

Professional Experience

Pre-MBA Investment Analyst | Neon Fund | Bangalore

- Automated the deal process, improving visibility and reducing average deal time by 20% and reducing lost deals by 30%.
- Automated fundraising efforts by implementing a CRM for investors, planning and executing events, and tightening the fundraising narrative.
- Worked with the partners to refine and sharpen the fund's investment thesis on B2B SaaS.

Business Finance Manager | Nudge LifeSkills Foundation | Bangalore

- Spearheaded budgeting process, increasing the families supported by 25% and reducing expenses by ~INR 6 crores annually.
- Designed 4 new initiatives alongside program heads across key issues like lending, presbyopia, farming and co-working. Early results showed ~50% increase in household income in just 6 months.
- Created and rolled out a dynamic Power BI dashboard resulting in annual savings of ~₹2 crore in 'unrestricted' spend.
- Negotiated donor contracts worth \$9M (80% of the year's total inflow) and supported fundraising efforts.

Finance Manager | Prime Venture Partners | Bangalore

- Led the fund's first multi-jurisdictional exit (India, US, Mauritius, Singapore), delivering 8x returns to early investors; additionally supported CFO in structuring ~\$50M in secondary exits.
- Overhauled legal, compliance, and reporting processes incorporating standard operating procedure and templates, reducing deal timelines from ~2.5 months to ~1.5 months and saving ~\$100K annually in costs in treasury and legal fees.
- Guided portfolio startups in hiring for key positions and setting up finance functions from scratch.
- Led a cost cutting plan for a priority portfolio company bringing monthly burn down from \$1M to \$100K.
- Rolled out cost control measures for portfolios, creating saving ~\$6M annually through treasury, banking, vendor negotiations.

Chief Mentor | Arivupro Education Consultants | Bangalore

- Led the setup of a new skill development wing for imparting job ready skills.

Financial Analyst | Bundl Technologies Private Limited (Swiggy) | Bangalore

- Represented the CFO's office in a cross functional team, leading cost control initiative for customer gratification.

Senior Executive | BSR & Associates LLP (KPMG) | Bangalore

- Among the youngest to independently manage a full client mandate, working directly with directors.
- Consistently rated "Exceptional Performer" for 3 years; won consecutive quarterly performance awards.

Education

Chartered Accountant – ICAI | Bangalore

B.Com Finance and Accounting – Christ University | Bangalore

Accomplishments

- Won the 'Enabler' award at 'Nudgestar' 2024 for designing innovative business models; nominated in 3 of 5 categories.
- Mid year appraisal for exceptional performance twice in a row (Prime Ventures).
- Kudos Award for back-to-back quarters (KPMG).

Certifications

Financial Markets – Coursera (Yale University)

Cognitive Hypnotic Coach – Institute of Clinical Hypnosis and Related Sciences

Certified Blockchain Expert – Blockchain Council

Extra-Curriculars

- Certified Open water Scuba Diver
- Visiting faculty at Christ University (Oct 2019 – Dec 2024), taught 500+ students across law and finance courses
- Cell head of the Finance and Investing club (Learning & Career Development) of IIM A - Beta