



विद्यार्थिनियोगादिकाः

Jivraj Karwa

E-Mail: x25jivrajk@iima.ac.in Mobile: +91 9967885425 LinkedIn: [linkedin.com/in/jivraj-karwa-abb6a185/](https://www.linkedin.com/in/jivraj-karwa-abb6a185/)

Summary

Strategy consultant with 6+ years of experience advising CXOs across fintech, health-tech, legal-tech, and regulatory-tech sectors. Proven track record of driving business turnarounds, product growth, and inorganic strategy. Deep expertise in LLM/AI enablement, from strategy to delivery. Dual-degree holder from IIT Bombay with strong analytical rigor and cross-functional leadership.

Professional Experience

FischerJordan (US-Based Boutique Management Consultancy)

Senior Roles: Engagement Manager & Senior Associate | FischerJordan | Mumbai

- Strategy & Delivery
 - Led enterprise-wide **strategy transformations, turnarounds, and GTM plays** across fintech health-tech, legal-tech, and regulatory-tech sectors.
 - **Advised CXO-level clients** through LLM adoption, M&A targeting, and margin uplift initiatives with measurable outcomes (Select projects: Delivered **3-5% market share growth** at a regulatory-tech client, developed **resource planning strategy** at Fintech client **reducing cost by 3-4%**).
 - Built firm-level frameworks for AI opportunity mapping, partner evaluation, and growth levers across emerging sectors.
 - Authored investment and strategic materials for client-side M&A and corporate finance decisioning.
- AI Capability Building & Commercialization
 - Scaled FischerJordan's AI/LLM consulting practice; Delivered **3+ high-value engagements driving \$40k+** in topline for the firm.
 - Structured, sold, and delivered custom LLM/AI tooling for the U.S.-based startups; positioned the firm as a differentiated player in the space.
- Leadership & Ownership
 - **Managed \$75–100K monthly run-rate P&L**; implemented strategic initiatives such as sales planning, skill-based staffing, and delivery redesign to **achieve 30–40% revenue growth and 20–30% margin expansion** From H1 to H2 2024.
 - Spearheaded India operations - **Managed 15-member team**, led hiring, appraisals, and cross-border staffing across consulting and tech functions.
 - Institutionalized leadership culture via structured onboarding, performance systems, and firm offsite design.
- Client Development & Sales
 - **Closed \$100K+ in new business** across **strategy and LLM/AI consulting** verticals.
 - **Built and scaled a lead-gen channel** using LLM-enabled targeting - **grew annual revenue from \$23K (2023) to \$38K (2024) (65% YoY growth)**.

Early Roles: Analyst, Senior Analyst and Associate Consultant | FischerJordan | Mumbai

- Market & Growth Strategy
 - Drove **core strategy work across legal-tech, fintech, and DEI sectors**—covering pricing, growth planning, and opportunity sizing.
 - Evaluated M&A targets, performed competitive benchmarking, and built long-term investment theses (including **one successful acquisition**).
 - Created **GTM blueprints and operational models supporting 3-year+ strategic plans** for both high-growth and turnaround contexts.
- Analytics & Product Thinking
 - Delivered deep-dive sales and customer diagnostics to uncover process inefficiencies and Product-Market-Fit gaps.
 - Designed and deployed tools to automate client-side analyses (e.g., fuzzy matching algorithm in R).
 - **Identified 10+ revenue leakage points** for a fintech client and built pricing architecture that **unlocked 2.5% revenue uplift**.
- Internal Contributions & Thought Leadership
 - Co-authored a whitepaper **applying thermodynamic theory to M&A valuation**; published and submitted for peer review.
 - Produced content on **GDP growth and inflation's effect on U.S. lending** featured across firm's media and training platforms.
 - Piloted mentorship programs and knowledge sessions to increase team integration and capability-building.

Strategy Consultant to CEO | MergerWare | Remote

- Created **investor pitch and 3-year financial model** to support growth-stage fundraising; outlined **product differentiation** in the M&A enablement space.

Strategy Consultant to CEO | PinkyPromise | Remote

- Defined **competitive landscape and market positioning** for an AI-based women's reproductive health platform; advised on product roadmap and user growth strategy.

Associate Business Consultant | Blue Yonder (F.K.A. JDA Software) | Bengaluru

- Drove **supply chain transformation** for a Southeast Asian CPG firm; implemented demand planning platform to reduce product unavailability and inventory costs.

Education

B.Tech + M.Tech (Mechanical Engineering)– *Indian Institute of Technology, Bombay* | India

Master's Thesis: Disruption Analysis in Supply Chain Networks (Advisor: Prof. Asim Tewari)

Extra-Curriculars

Social Impact | Student Volunteer, National Service Scheme, IIT Bombay | Mumbai

- Created 500+ notebooks from one-sided papers & 100+ toys from trash for kids of construction workers in campus
- Participated in awareness campaign for 20+ endangered species; Identified, studied and tagged 200+ species found in campus

Adventure Sports

- Completed beginner to intermediate certification courses in wind surfing (2019), surfing (2022), and scuba diving (2021, 2024)
- Backpacked across 4 Indian states in 2021 – Himachal Pradesh, Uttarakhand, Goa and Pondicherry