



Jivraj Karwa

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Summary

Impact oriented strategy consultant with 6+ years' experience advising CXOs across fintech, health-tech, legal-tech, and regulatory-tech. Proven track record in building business turnaround, product growth, and inorganic strategy. Deep expertise in LLM/AI enablement strategy from planning to delivery. Dual-degree IIT Bombay graduate, known for analytical rigor, cross-functional leadership, and turning complex insights into actionable business outcomes.

Professional Experience

FischerJordan (U.S.-Based Boutique Management Consultancy)

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

- Strategy and Delivery:
 - Accelerated enterprise growth for **Fortune 500 CXOs** by advising on GTM strategy, LLM enablement, and turnarounds
 - Unlocked **3–5%** market share growth by designing a GTM strategy for a U.S. based banking regulations tech firm
 - Identified **\$100M** niche market for cross-sell, designed **turnaround strategy** for low-performing acquisition of a legal tech
 - Optimized total costs by **3–4%** by designing resource planning strategy for a U.S.-based Fintech **CTO's office**; led **5+** cross-functional initiatives in product, KPI, and process improvement
 - Supported M&A positioning for Marketing-Tech Co. by preparing investment memorandum, screening **500+** potential buyers
- Leadership and Firm Development
 - Spearheaded India operations, managing **\$75–100K** monthly P&L and a **15-member** team; led hiring, appraisals, and staffing
 - Drove **30–40%** revenue growth and **20–30%** margin expansion from H1 to H2 2024 through targeted sales planning, exploring new lead-gen channels, and skill-based staffing
 - Saved **60+** man-hours/month by automation of leave management, expense filing and timesheet management processes
- Client Development and Sales
 - Generated **\$100K+** in new consulting business by leading sales efforts through RFP responses, proposals and, client orals
 - Scaled lead-generation channel **65% YoY to \$38K** revenue by leveraging AI driven automation to streamline client outreach and accelerate acquisition
 - Delivered **\$40K+** topline impact by scaling firm's AI/LLM consulting practice and leading 3+ high-value client engagements

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

- Market and Growth Strategy
 - Informed acquisition strategy by evaluating **10+** M&A targets, mapping synergies, and developing investment theses
 - Built a **3-year strategic plan** for a U.S.-based Fintech Co. by creating GTM blueprints and operational models for both growth & business turnaround contexts
 - Uncovered process inefficiencies and Product-Market-Fit gaps by analysing sales process and reviewing customer workflows
- Analytics
 - Unlocked **2.5%** revenue uplift for a Fintech Co. by identifying **10+** revenue leakage points leveraging Tableau data analysis
 - Won **\$35K** project with Fintech Co. by developing a python-based list-matching tool to consolidate data across platforms
- Internal Contributions and Thought Leadership
 - Co-authored a whitepaper **applying thermodynamic theory to M&A valuation**; published and submitted for peer review
 - Authored a paper on **GDP growth and inflation's effect on U.S. lending**, featured on firm website and global publication

Consultant to CEO | MergerWare | Remote

- Built pitch-deck for seed round raise, developed competitive landscape, financial projections; reached out to potential investors

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 (Mech)– Indian Institute of Technology, Bombay | India

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

Extra-Curriculars

Member, Consult Club, IIM Ahmedabad: Selected among 35 out of 350 applications across programs

Internship Coordinator | Placement Office, IIT Bombay | Mumbai

- Awarded Best Office Bearer (**1 in 32**) by Dean of Student Affairs in recognition of invaluable contributions to the team
- Secured internships for **85%** of mechanical engineering department students (**12% Y-o-Y rise**); highest among all departments
- Achieved **35% Y-o-Y** rise in university, **17% Y-o-Y** rise in core and **20% Y-o-Y** rise in foreign internships

Volunteering, Sustainability Initiatives | 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