

Karun Pahwa

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Profile

I am working in the **Cyber Strategy practice** of Deloitte USI, managing global stakeholders for firm wide initiatives. Pre-MBA, I have worked on high-value engagements in fast-paced environments as a **corporate lawyer**. An avid reader and public speaker, I have travelled around the world to compete in **international-level moot court competitions**. I have a passion for theatre, cinema and video games. I see myself building intuitive solutions for large scale problems such as I have demonstrated in my **product portfolio** 📄.

Education

Indian Institute of Management Kozhikode, MBA	2022
National Law University Jodhpur, B.Sc. LL.B.(H.)	2017

Professional Experience

Upraised Prepared a PRD 📄 for a product that automates grocery orders based on a User's nutritional needs. Worked with a PM coach to address knowledge gaps & develop skills required to become an effective PM.	2022/05 – present
Deloitte USI, Solution Advisor Implementing strategy to build a new practice; driving global efforts to build processes and capabilities.	2022/05 – present Bangalore
Flipkart, Business Intern Mapped 6 stages of pre-purchase search journey & benchmarked with 8 competitors to note issues. Analyzed 100,000+ keywords to shortlist 400+ keywords with low CTR, relating to 5 Mn+ searches . Scrutinized identified keywords along 20+ parameters to note issues causing user dropout in search. Classified 300+ instances of issues into 7 identified groups to formulate solutions to improve CTR. Built a database of search patterns found in 140+ product verticals to improve search autocomplete.	2021/04 – 2021/07 Bangalore
Artifact Designs LLP, General Counsel Reduced contract closure timeline by 95% ; standardized contracts and optimized the closure process.	2019/10 – 2022/05 Bangalore
KSL Digital Ventures Private Limited (RoofandFloor), Associate Product Consultant Conducted market segmentation of real-estate markets across cities & set up a new reporting process .	2020/01 – 2020/04 Bangalore
J. Sagar Associates, Associate Enabled ramped-up GTM, advising on regulations in 50k+ categories for an e-commerce platform . Drafted finance contracts for projects worth INR 2.5bn+ and negotiated 70+ commercial contracts . Liaised with the RBI, Ministry of Chemicals and Ministry of Commerce to drive regulatory matters . Conducted due diligence on 1000+ contracts as a part of the acquisition of a national bus aggregator.	2018/08 – 2019/09 Bangalore
Office of Mr. Arunav Patnaik, Advocate, Associate Prevented INR 40bn+ loss for a South Korean client, obtaining favourable order from the Delhi HC. Contributed to 60% increase in work efficiency by supplementing case law research & filing process. Achieved a 100% success rate as an arguing counsel at NCDRC by implementing litigation strategy.	2017/06 – 2018/07 Delhi

Awards

Top 100 APM Fellow, Nextleap APM Fellowship Competed among 350+ product aspirants to finish in the top 100 APM fellows; detailed a product to improve renting through CRED .
Honourable Mention, Best Team Orals, Vis Moot Vienna Won among 300+ teams participating in the International Commercial Arbitration Moot Court Competition held in Vienna, Austria .
Scholarship of USD 1400, FDI Moot, Argentina Awarded on reaching semi-finals of the South Asia region for participation in the international rounds in Buenos Aires, Argentina .

Publications

Shorter Constitution of India by DD Basu, 15th Edition, LexisNexis Researched on cases reported over 10 years & drafted sections of the constitutional law commentary referred to in 100+ SC judgments .
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Organisations

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 interactive online learning & tutored primary school students as bridge program volunteer .