

Tarun Pahuja

+91 92055 10638 | tarunspahuja.tp@gmail.com | [Linkedin](#)

PROFESSIONAL EXPERIENCE

Fundalogical Ventures *(Early growth stage fund)*

Investment Analyst

Mumbai

Sep 2023 – Present

Deal Sourcing & Diligence

- Diligenced on 700+ deals, advancing 10 to the Investment Committee (a ~1.4% conversion rate)
- Sourced 500+ deals via cold outreach, IB relationships, and a peer network built across 100+ events
- Built and maintained trading comps and listed-company benchmarks to pressure-test entry valuations
- Developed theses across warehousing, SC, EV, IoT, robotics and waste-to-value; shaping sourcing priorities
- Publish LinkedIn sector commentary and deal teardowns that generate inbound deal flow and LP interest

Flagship Deal — [Indicold](#) *(pre-Series A cold storage/warehousing), FV's first institutional investment*

- Led financial, unit-economics, and promoter diligence to evaluate the company's stability and operations
- Ran customer and competitor calls to understand value proposition and pressure-test moat and stickiness
- Project-managed the FDD process to close the deal on schedule
- Co-authored the investment memo and prepared the financial model that took the deal to IC
- Crafted the company's fundraising deck, helping raise ₹5 Cr from [Nikhil Vora \(Sixth Sense Ventures\)](#)
- Participated in quarterly board meetings, documenting key discussion points and action items
- Secured ~ ₹21L in AWS credits, supporting accelerated product development
- Created a roadmap for sustainability metrics, aligning the company with long-term ESG goals
- Introduced the company to 5 potential clients, 3 potential warehouse locations
- Enhanced the MIS reporting mechanism, resulting in an estimated 30% reduction in annual audit time

Kodo Technologies *(A YC-backed, B2B fintech startup)*

Business Analyst

Mumbai

Nov 2021 – Sep 2023

- Joined as a marketing & business analysis intern in third year of graduation, converted to a full-time role
- Increased total revenue by ~20% YOY by developing a pricing strategy for a high-burn product
- Negotiated pricing structures to save ~₹8L and increase the company's take rate by ~7% in perpetuity
- Saved ~₹56L by designing reconciliation procedures to eliminate fund routing errors
- Developed metrics dashboard for founders to make data-driven decisions and update investors effectively
- Developed Incentive Dashboards, driving a 75% target achievement rate for Sales and Account Managers
- Automated daily NPA reports and dashboards on Metabase, streamlining daily operations
- Played a key role in Kodo's acquisition of NBFC (8 Finance) by preparing & reporting to RBI
- Trained peers on the know-how of the Fintech industry and aided their understanding of the value chain

EDUCATION

Jai Hind College

Bachelor in Financial Markets (GPA: 9.25/10)

Mumbai

Graduated May 2022

SKILLS & INTEREST

Skills: Deal Sourcing & Origination | Financial Modeling & Valuation | Due Diligence | Investment Memo Writing | Trading Comps | Regulatory & Compliance (RBI, SEBI AIF)

Interests: Swimming | Running | Socializing | Reading Self Help Books