



Outcomes Report '26



Our mission is to build India's Stanford

An educational institute that creates entrepreneurs and business leaders who grow India's startup ecosystem.



Built by alumni from:



Harvard
Business
School

Northwestern
Kellogg
School of Management

Backed by:



ELEVATION

Supported by Founders from:

Paytm



CRED



Urban
Company

meesho



SWIGGY

Mesa is an effort by successful entrepreneurs to change business education in India



Abhiraj Bhal

Urban Company
Founder
IIM Ahmedabad
IIT Kanpur



Kunal Shah

Cred Founder
Advisor, Sequoia
Capital
Advisor, AngelList
Angel Investor



Varun Khaitan

Urban Company
Founder
IIT Kanpur
Ex - BCG



Vidit Aatrey

Meesho Founder
IIT Delhi
Ex - InMobi



Vijay Shekhar

Paytm Founder
Delhi College of
Engineering
Avid Angel Investor



Mekin M

Udhyam Founder
Ex - Flipkart
Avid Angel
Investor



150

Builders

12

Months

100%

Real Outcomes

Every year, we select only 150 outstanding individuals for an intense, outcomes-driven year.

They exit into Founder's Office and Business Leadership roles at top startups, or launch ventures that are built to last.



“ Mesa exists for startup optimists: people who believe India’s next decade will be built by operators who can learn fast, ship faster, and take responsibility. Our outcomes are straightforward: **we open doors to the best founders, back students with deep 1:1 career design, and help students build ventures** that don’t just get explored: they launch, earn revenue, and grow.”

Co-Founder, Mesa
Varun Limaye



“ We started Mesa because most MBAs were built for corporate careers and not for people who want to build in the chaos and speed of startups. Outcomes here aren’t just ‘placements’; **instead they are measured by the responsibility you earn through founder-facing roles, real ownership, and the ability to make decisions that move the business.**”

Co-Founder, Mesa
Ankit Agarwal



Ref: B2K/MESA/MUM/RB/02/2025-26

20-Feb-2026

To
MESA School of Business
Wework, Salarpuria Symbiosis,
Bannerghatta Road,
Arekere Village, Bangalore - 76

Dear Sir,

Re: Audit of Placement Report for placements of Post Graduate Programme in Startup Leadership

We have audited the data related to remuneration as presented in the appended Placement Summary below about the final placements (based on the offers received on campus) of students of the Cohort of 2024 and 2025 of the PGP in Startup Leadership of Mesa School of Business. The appended Placement Summary as presented below is the responsibility of MESA School of Business. Our responsibility is to validate the information provided in the same with the relevant documentation and comment on the Placement Summary's conformance with the figures in the relevant offer letters.

In this context, we confirm the following:

1. For the purpose of the verification, we have obtained all the information and explanations which to the best of our knowledge and belief were necessary.
2. The validation of information presented in the appended Placement Summary is based on communication received by MESA School of Business from the recruiting companies. B2K Analytics (B2K) has not independently sourced any information or documentation directly from the recruiters.
3. The CTC mentioned includes the fixed component, the variable component, one-time cash payments component (joining bonus, retention bonus, relocation allowance etc.) and ESOPs/ Restricted Stock Units (RSUs) component.
 - a) For the purpose of calculating ESOPs/RSUs, only the portion scheduled to vest within the first year has been considered based on the vesting schedule explicitly provided by the recruiter. In the absence of such a schedule, it has been assumed that 25% of the total ESOPs/RSUs will vest in the first year.



B2K Analytics Private Limited
(Formerly Brickworks Analytics Pvt. Ltd.)

3rd Floor, Raj Alkaa Park, Kalena Agrahara, Bannerghatta Road, Bengaluru - 560 076
P: +91 80 4040 9950 | E: info@b2kanalytics.com | www.b2kanalytics.com

CIN: U74900KA2015PTC081521

4. Deficiency in placement documentation were identified for some students. The placement data for these students were confirmed through an undertaking provided by the Placement Head of MESA School of Business.
5. Wherever information was missing, reasonable assumptions have been made.
6. The information in the appended Placement Summary has been verified on the basis of the offer letters provided by MESA School of Business to B2K Analytics. B2K Analytics has not separately verified the authenticity of such supporting documents.
7. We have verified only the salary figures from the relevant documents and not any other details like function, location, experience etc.

Best Regards,

**RITABAN
BASU**

Digitally signed by
RITABAN BASU
Date: 2026.02.20
20:30:15 +05'30'



Ritaban Basu
CEO
B2K Analytics Private Limited

B2K Analytics Private Limited
(Formerly Brickworks Analytics Pvt. Ltd.)

3rd Floor, Raj Alkaa Park, Kalena Agrahara, Bannerghatta Road, Bengaluru - 560 076
P: +91 80 4040 9950 | E: info@b2kanalytics.com | www.b2kanalytics.com

CIN: U74900KA2015PTC081521

PLACEMENT SUMMARY:

Segment	Amount in Lakhs per annum
Top 20% Average CTC	38.8
Bottom 20% Average CTC	18.6
CTC Range of the Middle 90%	18.0 to 40.3



**RITABAN
BASU**

Digitally signed by
RITABAN BASU
Date: 2026.02.20
20:33:20 +05'30'

Where Our Students Chose to Go

A snapshot of career paths across placements and entrepreneurship.

A total of 163 students graduated

From Cohort 1 (2023-24) and Cohort 2 (2024-25), and here is the path they chose.

Student Preference	# of Students	% Distribution
Total Students	163	
Opted For Placements	131	80.4%
<ul style="list-style-type: none"> Pursuing Internships To PPO Route 	4	
<ul style="list-style-type: none"> In Full-Time Roles 	127	
Building Own Ventures	32	19.6%

How CTC is calculated at Mesa :

We use a simple & straightforward method to calculate CTC, including: the cash component (fixed & variable), the first-year value of ESOPs (assuming a 4-5 year vesting period), and one salary data point per student.

CTC Outcomes Across Work Experience

A breakdown of salaries by prior years of experience.

Years of Work Ex Pre-Mesa	Avg. CTC	% Distribution	# Of Students
Less Than 2 Years	21.0	22.0%	28
2-4 Years	25.9	49.6%	63
More Than 4 Years	30.0	28.3%	36
	26.0		127

*54% of students received ESOP grants valued at ₹10.8 lakh, with vesting spread over a four-year period.

Work Experience vs CTC Outcomes



Work Experience Distribution of Placed Students



Role Family	# of Students	Students %
Business- Category/ Program/Revenue/Ops	48	38%
Business- FO/EiR/Cos	33	26%
B2B Sales & Partnerships	18	14%
Product Management	15	12%
Marketing Growth	12	9%
Venture Capital	1	1%
Total	127	

Compensation by Work Experience and Startup Stage

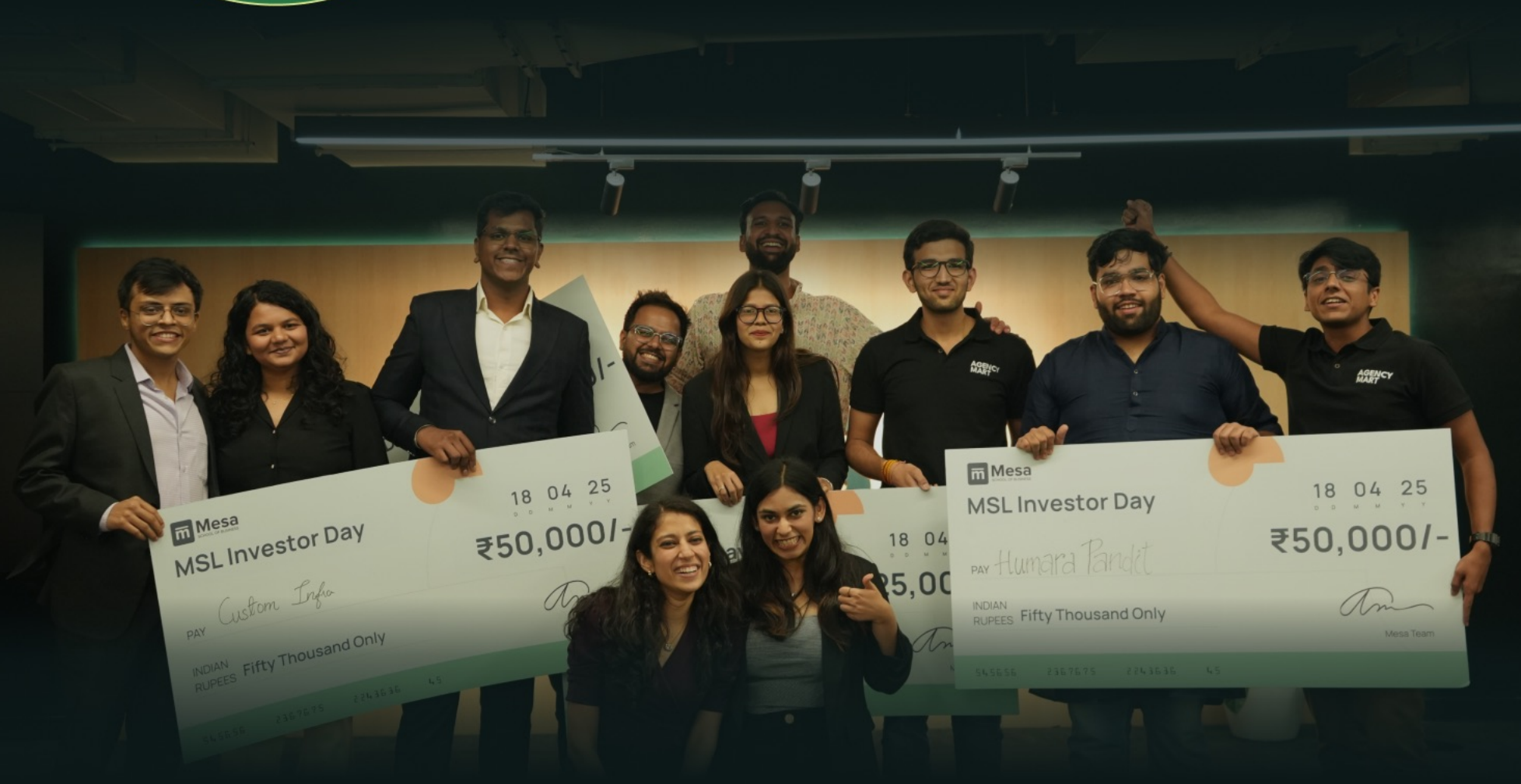
Average CTC across early, mid, and late-stage startups

The data below is for 127 students who are in full time roles.

Years of Work Ex (before joining Mesa)	Early stage	Mid stage	Late Stage
Less Than 2 Years	21.6	19.4	23.0
2-4 Years	27.8	24.0	23.1
More Than 4 Years	28.7	32.9	30

100% Students Placed in Startups

Every student secured hands-on roles in fast-growing startups. 0% students were placed in large MNC's or corporates.



Late Stage Startup Hiring Partners



Early Stage Startup Hiring Partners



Growth Stage Startup Hiring Partners



Some big highlights



2.8x

Avg salary jump
(pre to post Mesa)



52.5L

Highest CTC



36.5L

Top 25%
students avg CTC



80%

Students placed before
program completion

1

It's not just about salaries—it's about high-impact roles and rapid learning.

57.5% of Mesa students chose early-stage startups

At Mesa, we believe the steepest learning curve exists where ambiguity is highest. Early-stage startups force ownership, speed, and real decision-making from day one. Our students understand this and actively choose it. Several gave up higher CTC offers to work closely with founders, build from zero, and compound faster. Mesa is uniquely positioned here because early-stage founders don't want polish, they want builders.

2

Career pivots became the norm at Mesa

69% of students successfully switched industries or roles.

Most career switches fail because preparation is generic. At Mesa, it's personal. Every student's prep is designed around their past experience, strengths, and intent. This level of customization is only possible because we cap cohorts at 150. The result: students move into new domains with credible narratives, proof of work, and confidence that hiring managers can trust.

3

Failure became a hiring advantage

30% of students attempted a venture, failed & still cracked high-quality roles that set them up for future entrepreneurial success.

A meaningful chunk of our cohort tried building ventures at Mesa, and many of them shut them down. That experience became an advantage, not a setback. These students had already done customer discovery, pricing experiments, sales outreach, and week-by-week iteration. So when they interviewed for roles, they could speak in specifics, show decision-making under pressure, and demonstrate builder instincts. That is why many of them cracked roles in new domains even without traditional credentials.

4

Campus conversations turned into job offers

15+ students landed roles at companies whose leaders came to campus.

More than 58% of Mesa students are in founder-facing roles today. We don't think that's accidental. Our campus brings founders into classrooms, discussions, and working sessions. Students pitch ideas, debate strategy, and brainstorm alongside them. We like to look at each of these interactions as auditions and not just "guest lectures". With that in mind, many students walked out of those rooms with not just referrals, but job offers.

5

Students were hired after solving real founder problems

8+ placements came directly through the Business Strategy Lab (BSL).

In BSL, students don't work on case studies from textbooks. Instead, they solve real problems brought to the table by founders and operators, they work on live business challenges and present their solutions directly to those facing the challenges. These experiences often turn into job offers. When founders see students working through problems, making decisions, and delivering real value, hiring becomes a natural next step.

6

Students choose high-impact founder-facing roles

58% of Students at Mesa are in Founder-Facing Roles in high-ownership positions

At Mesa, 58% of students land in Founder's Office, EIR, or other founder-facing roles, where they're directly involved in the decision-making that drives startup success. These roles require ownership and the ability to think like a founder: traits that Mesa instills through hands-on experience, building businesses & personalized career prep.



Mesa Startup Lab - our inhouse startup incubator

The launchpad for India's next generation of builders

40+

Startups
Incubated at
MSL

20_{Cr+}

Annual revenue
run-rate across
startups

1.2_{Cr+}

Invested by
Mesa in
startups

7_{Cr+}

Funding raised
through
investors

2

Startups
pitched on
Shark Tank

Startups Created At Mesa

Mesa's in-house incubator where students build real, revenue-generating startups with expert mentorship and funding support.

Mumbai Pav Co.



by Tanay Agarwal & Jash Arora

A QSR bringing the true taste of Mumbai's street food to Bangalore, backed by ₹4Cr in funding.

10_{Cr. ARR}



Fab Invest



by Aravind M

An alternate investment platform enabling everyday investors to participate in high-value real estate projects.

100_{Cr. in AUM}



Wave



by Aastha Gupta

Wave offers a fully assisted, voice-first AI companion that provides empathetic, culturally relevant support.

100_{DAU}



Everaw



Everaw

A clean-label snacking company reimagining everyday nutrition through innovative, nature-first products.

96_{L. ARR}



Dhobi

by Drishty Wadhvani



A tech-driven laundry startup with 1-hour pickups, 24-hour drop-offs, and seamless scheduling.

1 Cr. ARR



My Infra

by Samyak Jain



A brand-enablement platform helping plywood and infra traders launch asset-light private-label brands.

1.08 Cr. ARR



Bloc

by Arnav Gupta & Rishabh Agarwal



A new-age insect control brand that's changing how India solves the problem of insects.

40 L. ARR



Aerie

by Parul Sharma



A platform to upskill architecture students & professionals through structured courses, exam prep & career guidance.

50 LARR



Alumni Success

Sanchit Madhura

Prev:
Quality Council
of India

Chief of Staff
epigamia



Transitioned from a non-profit background to Chief of Staff at Epigamia, where he now drives multiple P&Ls and leads market expansion efforts. His impressive work on live problem statements through the Business Strategy Lab earned him the trust of the founder and leadership team, positioning him as a key player in Epigamia's growth strategy.

Nikhil Nambiar

Prev:
Restaverse

Key Account Manager

**whole
The Truth**



Secured a role at his dream company, The Whole Truth Foods, after developing an AI-powered tool to analyze ingredients. His innovative solution, combined with his expertise, set him apart from over 1,500 applicants, earning him the Quick Commerce Manager role.

Tushar Nain

Prev:
Wadhvani AI

AI Product Lead

grapevine



Successfully pivoted into Product Management, securing an internship at Grapevine. As one of the first to be placed, Tushar had a clear focus on building a career in AI, which guided his path to this pivotal role.

Atishay Nijhawan

Prev:
Hyperpure

Founder's Office

**BLUE
TOKAI**
COFFEE
ROASTERS



A drastic pivot from core sales roles to a business leadership role after being shortlisted to present on Blue Tokai's site expansion strategy as part of the Business Strategy Lab. His detailed presentation to the company's leadership led to an on-the-spot opportunity, marking his successful transition into a Business Generalist role.

Parul Sharma

Prev:
Rodic Consultants

▼
Founder



Scaled her coaching company, Aerie, through her time at Mesa, incubating it in the Mesa Startup Lab. She successfully pitched to VCs and investors while working on live startup projects, enhancing her expertise in solving scaling challenges. Today, Parul has grown Aerie to a thriving business, currently averaging over ₹3.5 Lakhs in monthly recurring revenue (MRR).

Adarsh Iyer

Prev:
Thrive Now

▼
Founder's Office

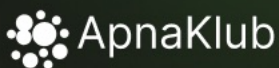


Previously a performance marketer, Adarsh spent time trying to master D2C strategies. His exceptional growth at Mesa led him to an exclusive opportunity to work directly with the founder at Culture Circle, diving into the streetwear space – an industry he is deeply passionate about

Nikunj Agarwal

Prev:
EY

▼
Associate - PMO



Nikunj built and scaled a demi-fine jewellery D2C business on campus, leveraging Mesa's resources to develop and refine her entrepreneurial skills. Nikunj's growth was further accelerated by her leadership as a student representative for the Mesa Career council, where she demonstrated her ability to drive initiatives and connect with key stakeholders. Her journey culminated in securing a Business Generalist role at the early-stage startup ApnaKlub.

Lucky Soni

Prev:
Deloitte

▼
Founder



Developed India's first fruit-infused nut butters during a business-building sprint at Mesa. He not only pitched his innovative product to Anupam Mittal but also piloted it during the program, eventually turning it into a hero product that now generates over ₹4 Lakhs in monthly recurring revenue (MRR). His entrepreneurial journey continues to soar as he closes his first VC funded round.

Samyak Jain

Prev:
JMP Traders

Founder



Built and incubated a new vertical from scratch within his family business, Custom Infra. By helping plywood and infrastructure material traders launch private-label brands through an asset-light model, he expanded the business significantly. Leveraging Mesa's program, Samyak further honed his skills and developed strategies to drive growth, positioning him to scale his family business in innovative ways.

Aastha Gupta

Prev:
MavenArk

Founder

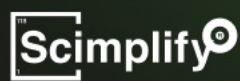


From investment banker to AI founder with no tech background, Aastha built and launched WAVE, an AI companion offering empathetic, culturally relevant support. Through her time on campus, she pitched to over 50 VCs, and scaled to over 1000 monthly active users.

Nishka Grover

Prev:
Grover Holdings

Business
Program Manager



With no prior corporate or startup experience, Nishka is now thriving at a \$500 million startup. She developed a sector thesis in specialty chemicals and used Business Strategy Lab projects to refine her problem-solving skills. This hands-on experience, combined with her sector knowledge, enabled her to land a role in her desired industry at Scimplify.

Richa Pherwani

Prev:
Kresc Digital

Marketing Lead



Transitioned from running a social media agency with no startup experience, to leading marketing at Comet, one of India's fastest-growing sneaker brands. Richa impressed the founder, Utkarsh Gupta, during his teaching session at Mesa. Her depth of thinking honed during the program helped her secure this pivotal role, showcasing how Mesa's direct access to founders and case-based methodology directly resulted in a big career jump.

Priyanka Agrawal

Prev:
PwC India

Assistant Manager
slice



Through extensive mock interviews, rigorous preparation, and strategic networking, she built her confidence and developed the skills necessary to secure her position. Experimented with building businesses during her time at Mesa, which ultimately led her to land a role at the neo bank, Slice. Mesa's deep focus on career prep played a key role in helping her transition into the fintech industry.

Hridya George

Prev:
Kristal.AI

Entrepreneur
In Residence

goSTOPS



Made a significant pivot from an HR function to an Entrepreneur in Residence role with the help of an internship at Cult.fit, despite never having worked in a business function before. This transition marked a major shift from HR to a high-impact business generalist position. In addition to this, Hridya secured two international offers through Mesa's campus placement process, thanks to intensive interview prep and networking.

Purnima Chowdary

Prev:
Vasan And Sampath
LLP

Growth Manager

GobbleCube



Made a bold transition from a Chartered Accountant to a startup generalist, with a strong focus on marketing and growth. Despite her background in finance, she was determined to break into the marketing space and successfully landed a growth management role at Gobblecube. Entering a B2B SaaS startup early in her career was challenging, but Purnima's clear focus allowed her to transition into a high-impact, growth-focused role.

Nihit Jain

Prev:
Kenning Narratives

Strategy &
Partnerships

plum



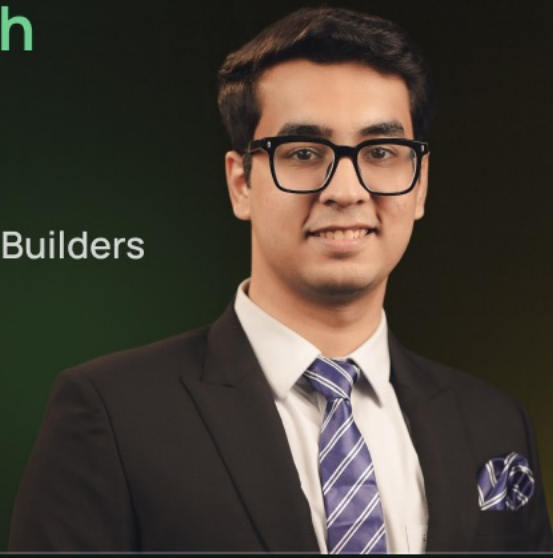
During his time at Mesa, Nihit Jain got the opportunity to act as a VC analyst, pitching a startup to Blume Ventures and gaining invaluable insights into the VC world. Thanks to Mesa's career prep, he explored 7 different sectors, building strong proof of work and refining his focus. Ultimately, he secured a strategy and partnerships role at Plum Healthcare, leveraging his experience to make a strategic career choice.

Geetansh Popli

Prev:
Favcy Venture Builders

Investment
Analyst

TITAN
CAPITAL



With rare clarity about breaking into venture capital, Geetansh invested deeply in Career Prep, building sector theses and market deep-dives – standing out in a space known for extremely low hiring demand. He secured an internship at Stelaris Capital, gained firsthand investing experience, and ultimately broke into VC full-time as an Investment Analyst at Titan Capital, a tier-1 venture firm. A standout achievement in one of the most competitive pathways.

Arvind Girish

Prev:
Signeasy

Product
Strategist

nugget
BY ZOMATO



Passionate about product and looking to move beyond pure AI engineering, Arvind drew heavily from Mesa's AI focused curriculum, cohort driven learning, and the exposure he gained through Business Strategy Lab. He stayed proactive with his assignments, upskilled rapidly in AI, and built real product instincts by working on live problem statements with startup leaders. This curriculum and hands-on experience enabled him to make the difficult transition from software development into AI product, ultimately cracking Product Management at Nugget by Zomato.

Tanay Agarwal

Prev:
CRED

Founder

MUMBAI
PAV CO.



Experimented with building a D2C business on campus and met his co-founder through Mesa. Tanay went on to start Mumbai Pav Co., raised 5 crore from a VC fund and angel investors he connected with through Mesa, and scaled the brand to over 8 crore in annualised revenue. The company is now on track to expand to 9 offline stores by the end of 2025: a testament to Tanay's execution and the momentum he built during his time at Mesa.

Jash Arora

Prev:
Restaurang ÄNG

Founder

MUMBAI
PAV CO.

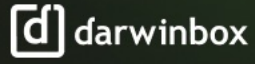


Transitioned from a hospitality and food and beverage background into building a high growth QSR brand. Jash met his co founder at Mesa, piloted Mumbai Pav Co. during the founding cohort, and rapidly deepened his understanding of running operations at scale through hands-on building. Today, Mumbai Pav Co. has crossed 8 crore in annualised revenue and raised 5 crore from a VC fund and angel investors connected through Mesa, marking a remarkable shift from operator to founder in a category he understands deeply.

Abhishek Gautam

Prev:
Sony Pictures
Networks India

Product Manager



Came from an SDE background with a clear goal to break into Product. He made extensive use of Mesa's career prep vertical: from running detailed product teardowns to building a tailored portfolio and crafting hyper personalised reachouts to his dream companies. His discipline and clarity paid off, ultimately landing him a product role at Darwinbox, one of India's leading unicorns.

Akshita Rajput

Prev:
Scrut Automation

Head Of
Operations

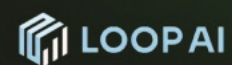


Leveraged Mesa Startup Lab to build strong proof of work in her chosen domain, demonstrating both ownership and execution. This prepared her to become the first business hire at BPR Hub, where she now leads operations from the ground up and plays a central role in shaping the company's growth.

Ananya Munish

Prev:
Lucid Holdings, Inc

Customer
Success Manager

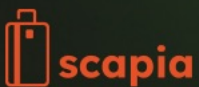


Became one of the earliest team members in Loop AI's customer success function after consistently standing out in Mesa's Career Prep program. Ananya built a strong track record on campus through disciplined interview prep, ownership in live projects, and a clear spike in customer centric problem solving. Her drive and consistency positioned her as an obvious early hire for a fast growing AI startup.

Ayushi Gupta

Prev:
Creative Kea

Partnerships

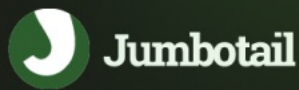


One of the first from Cohort 1 to get recruited, Ayushi transitioned from an internship to a full time Partnerships role at Scapia. She entered Mesa aiming for a more customer facing path, and she consistently demonstrated initiative through Career Prep, industry outreach, and live projects. Her clarity and drive helped her stand out early, securing a high ownership role in a fast growing consumer startup.

Captain Prateek B

Prev:
TAC (The Ayurveda Co)

Associate Director



With a background in the armed forces, Prateek brought exceptional discipline, clarity and leadership to Mesa. He made remarkable use of the Outreach Lab, built a wide professional network through consistent effort, and was known for showing up with ownership in every interaction. His networking paid off when he met the Jumbotail founders on campus and impressed them with his structured thinking and bias for action. He went on to secure a high responsibility role at Jumbotail, where he now leads a team of more than 100 people: a standout transition from military leadership to startup leadership.

Dhruv Dhingra

Prev:
Fresher

Business Manager



Entered the program as a fresher and graduated as a business generalist managing operations, P&L, data and retention at Lokal. He used Mesa's Career Prep pathways deliberately, securing an internship that allowed him to test a role, build proof of work, and convert into a PPO. Through focused effort and clarity on his desired function, he successfully pivoted into a high ownership business role at a fast growing startup.

Mausam Singh

Prev:
Meesho

Product Manager



Transitioned from programming to product with no prior product experience. Mausam invested deeply in sharpening his product thinking and interview skills, built multiple prototypes and AI powered products on campus. His proof of work and clarity helped him make one of the most competitive transitions in the cohort, ultimately cracking a high ownership Product role at Ather.

Parul Bhatt

Prev:
CareerLabs

Senior Manager



Maintained razor sharp focus on building business and analytical skills from Day 1, with a clear intent to move into a more impactful, results oriented role. Parul sharpened her consumer services expertise through multiple internships across sectors, testing different environments before making an informed choice. For her final placement, she chose Urban Company, where she now applies this breadth of experience to a high ownership, customer focused role.

Piyush Verma

Prev:
Amazon

Category Manager
hyperpure
BY ZOMATO




Sharpened his strengths in operations and went on to build a new vertical for Zomato – HyperPure – during his time at Mesa. Piyush also achieved a 3.5× jump in compensation from pre- to post-Mesa, reflecting both his capability spike and the demand his skill set created in the market.

Praveen Reddy

Prev:
Zolo

Junior Account Executive

 Humantic AI



From MBBS to MBA – Praveen made one of the most challenging pivots in the cohort, moving from medicine into high velocity sales and partnerships roles. He networked with intent, consistently impressed visiting startup leaders, and used multiple projects and internships to rapidly build commercial judgment. His ability to translate a non business background into strong sales instincts is what ultimately unlocked his pivot into the partnerships track.

Ruheen Singh

Prev:
Fresher

Business Growth

 scapia




Ruheen entered the program as a fresher and built her startup readiness from the ground up. She secured a high impact internship at Swiggy, where she performed so well that the team wanted to hire her full time. She continued sharpening her growth skills through projects, mentorship and career prep, and ultimately chose a growth role at Scapia, where she now contributes to a fast scaling consumer business.

Satwik Pradhan

Prev:
Fresher

Community And Outreach Manager.

 ELEVATION



Despite being a complete fresher, Satwik built a strong portfolio through live projects and pushed his thinking significantly during the program. He made exceptional use of career prep, learning to structure, analyse and communicate with clarity, which helped him excel across interviews. He is now at Elevation Capital, a tier 1 VC firm, in a high impact role he earned through focus, consistency and sharp execution.

Shanidhya Bhalotia

Prev:
Founder

Senior Manager



Shanidhya came to Mesa after facing challenges in scaling her existing business and used the program to broaden her perspective and sharpen her operating skills. She secured an internship at a VC fund through Mesa's network, gaining exposure to how investors evaluate businesses. Through consistent networking and hands-on projects, she clarified that she wanted to return to operating, and ultimately chose Urban Company during placements, where she now applies her refined business judgment in a high velocity environment.

Sidharth Sekhar

Prev:
Carbon Impact Capital

AGM



Sidharth entered Mesa with a specific goal – he wanted to build a career in the niche field of climate tech. He used every part of the program to move toward that goal, from Business Strategy Lab projects that sharpened his strategic thinking to targeted networking and domain exploration. Mesa gave him the exposure and pathways to break into a sector that is both specialised and competitive, enabling him to secure a role in the exact space he set his sights on from day one.

Career Prep

Every aspect of the program at Mesa is designed outcome-backwards. We place deep focus on equipping students with the tools to be able to succeed rapidly, whether they choose to build within an existing startup, or start their own venture.



250+ hours of career prep



50+ domain specific mentors



10+ Themed group discussion



Ongoing networking opportunities



2 Minor Specialisations

Minor specialisation is Mesa's structured pathway to align the program with students' target roles after graduation. From Term 2 onwards, every student builds depth in two career tracks through minors, while continuing to strengthen broad business and AI foundations.

Builders and sellers: two clear paths

Mesa organises minors into two buckets:



Builders

P&L, Revenue, Category, Operations and Supply Chain; Product Management; Advanced AI and Analytics



Sellers

Marketing and Growth; Sales, Partnerships and Customer Success; VC and Finance

Journey + Roadmap

1100+

Mock Interviews

300+
Hours

1:1 Problem Solving sessions

200+
Hours

Last Mile Prep Session

200+
Hours

Domain Prep

400+
Hours

Behavioural Session





Many students enter the program aiming to move sectors, pivot from product to revenue generating roles, or break into higher responsibility positions in growth, product, sales or VC. Minor specialisation is designed to support these shifts in a deliberate way.

Students get multiple touchpoints before finalising their minors:

“What is” panels

role wise fireside chats with alumni and operators that provide first hand accounts of what different roles involve.

Minor primers

structured sessions that explain the scope of work, required skills and mindsets, typical problem statements, KPIs, and day to day responsibilities in each minor.

Office hours and counselling

one to one conversations with the Mesa team and mentors across minors to discuss each student’s background, goals and “right to win” pathways, including a dedicated session on how to choose minors.

Minor selection

each student then selects one minor from the builder bucket and one from the seller bucket, balancing aspiration with fit.

Additional Career Support and Opportunities

Behavioral & Situational Interview Prep

01

Mesa's focus on preparing students for real-world challenges includes intensive behavioral interview training. Students are taught to frame their experiences and skills through situational questions, enhancing their ability to perform in interviews and articulate their problem-solving strategies effectively.



Domain Sessions

02

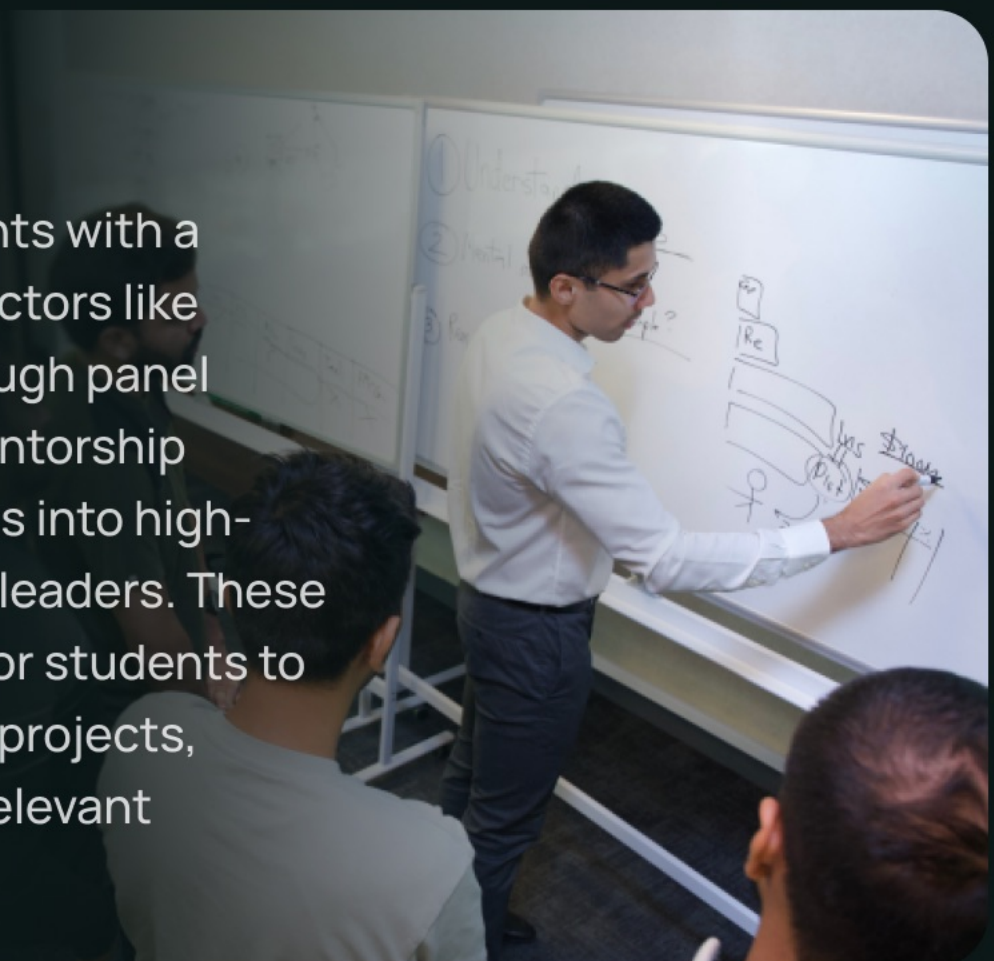
To further deepen students' expertise, Mesa offers domain-specific sessions that dive into the nuances of various industries. These sessions cover essential topics such as market trends, emerging opportunities, and essential skills needed to thrive in specific sectors. This allows students to better position themselves for sector-specific roles or build startups that are well-informed about industry challenges and dynamics.



Sector Deep Dives

03

Mesa's sector deep dives provide students with a thorough understanding of emerging sectors like Health Tech, FinTech, and Lending. Through panel discussions, networking events, and mentorship matchmaking, students can gain insights into high-growth industries and learn from sector leaders. These deep dives also serve as opportunities for students to showcase their startup ideas or current projects, receiving feedback and exposure from relevant industry professionals.



Internships and Outreach Labs 04

For those looking to pivot or gain relevant experience, Mesa facilitates internships that help students gain the practical knowledge required to transition smoothly into their desired roles. Students with limited work experience (0–1 years) can leverage these opportunities to build their portfolios and gain the hands-on exposure they need to succeed.

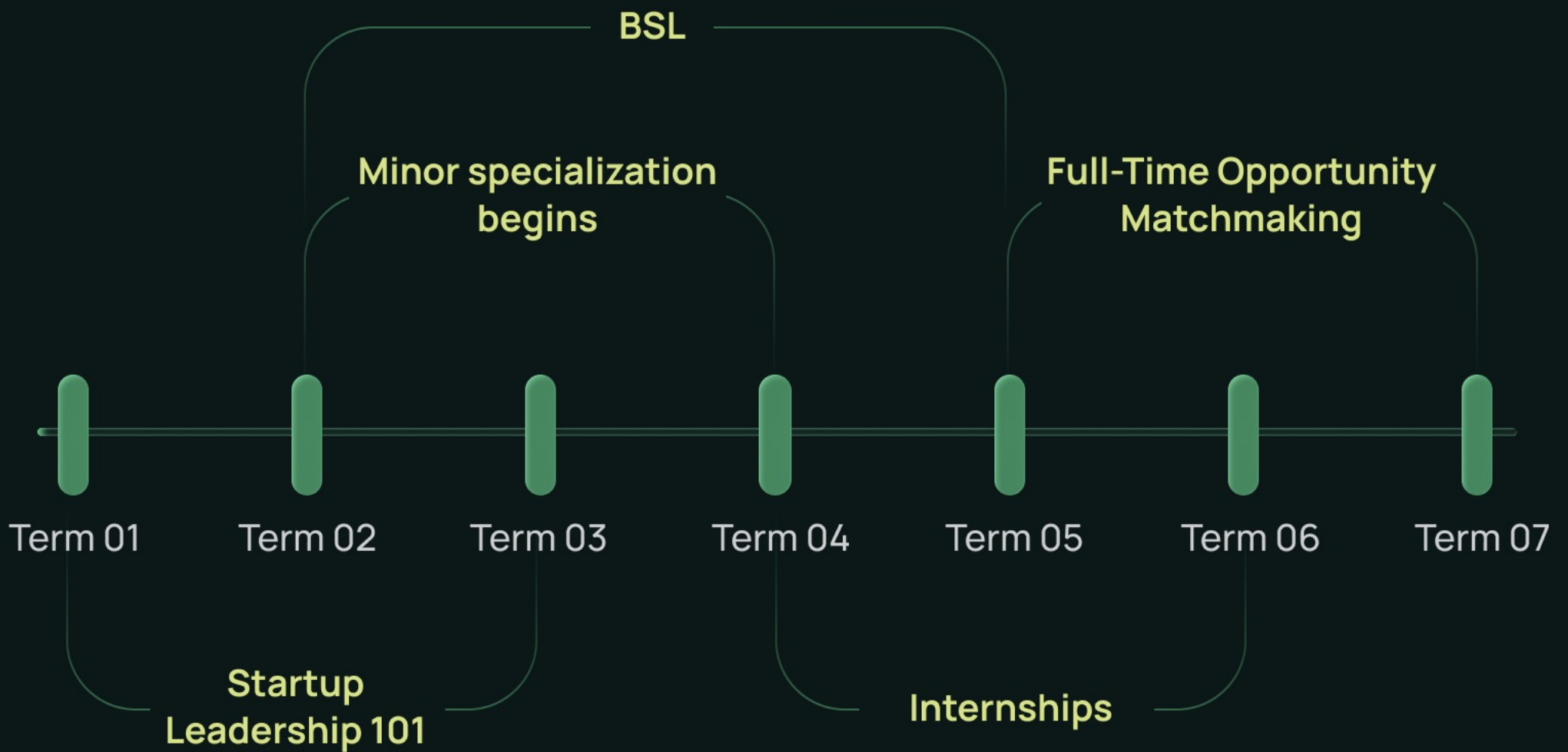
Additionally, outreach labs focus on showcasing student portfolios in the best possible way, enhancing their chances of securing high-impact internships or job opportunities.



By combining these resources with the Minor Specialisation approach, Mesa ensures that students not only have the technical and functional skills required for their roles but also the networking, mentorship, and real-world experience needed to drive their entrepreneurial and career growth.

Whether preparing to enter established sectors or create new ones, Mesa provides its students with the strategic advantage to thrive in today's dynamic business landscape.

Program Timeline




The goal is that by the end of Term 1, students have a clear view of the roles and sectors they can target, and a concrete specialisation plan that links their courses, projects, tools and Business Strategy Lab work directly to future career outcomes.



“ There was so much depth and insights that I gained through conversations that instantly translated to me landing that internship. I later realised there were over 10,000 applications for that role!

The journey at Mesa isn't easy; there will be sleepless nights, multiple deliverables, and you will be challenged. But I can promise you that you will come out much better. More resourceful version of yourself!”

Akshita Rajput, Cohort 1

Head of Operations  BPR Hub

Key Pathways

Product Management



Mausam

APM

ATHER



Tushar Nain

Product Manager

grapevine



Tejaswi Bajaj

Product Strategy



P&L, Revenue, Category, Operations and Supply



Neha Moda

Category Manager

zepto



Nikunj Yadav

Supply and Operations
Manager

Atomgrid



Amisha Arora

Senior Manager
Operations

JOBIZO

Sales, Partnerships and Customer Success



Mohammed Tousif

Pre Sales and Corporate
Partnerships



Himanshu Ajmera

SDR Manager

QUIZIZZ



Prayash

CSM at

LOOP AI

Growth and Marketing



Praneel Jain

AVP Growth at DVIO



Trisha Sidhwani

Growth Analyst



AI and Analytics



Poojitha

AI PM



Ritika Mondal

Data and Analysis Lead,
Product



Shanmuga Durai

AI Product Manager



Mentor Bench



01

B2B Sales, Partnerships, Customer Success Management

Surbhi Moghe

Director -
Partnerships,
FiMoney

Sector:
Fintech

**Shrestha
Karmarkar**

Customer Success
Leader, Hyperverge

Sector:
Software Development

Shweta Khanna

Business Unit Head,
Recro

Sector:
Software Development

Yatti Chopra

Associate Director,
Zaakpay

Sector:
Tech Info and Internet

Khushboo Bakhru

VP,
Axis Bank

Sector:
Banking

& **50+** more

02 Product Management & AI

Twisha Prasad

Group Product
Manager,
BookMyShow

Sector:
Broadcast/Media

Ankit Chugh

Group Product
Manager,
Flipkart

Sector:
E Commerce

Praveen

Subramanian

Group Product Manager,
Paypal

Sector:
Fintech

Veenal Bansal

Product Manager II,
Paytm Money

Sector:
Fintech

Tushar Singhal

Product Manager II,
Microsoft

Sector:
Software Development

Suraj Shanbagh

Senior Product
Manager,
Jio

Sector:
Tech Info and Internet

Atreya Arun

Senior Product Manager,
Setu

Sector:
Fintech

& 50+ more

03 Business Generalist & Category Management

Deepak Rao

Strategy,
Godrej

Sector:
Agritech

Sukhpreet

Head of Product,
FarmArt

Sector:
Agritech

Rishav Singh

EIR,
Lensakart

Sector:
D2C

Abhishek Katelya

Head of Strategy,
NextStem

Sector:
Deeptech

Sudarshan Tapuriah

Chief of Staff,
StableMoney

Sector:
Wealthtech

Sumit Vishwakarma

Associate Director,
Meesho

Sector:
E Commerce

Prateek Gupta

Director - Revenue
and Growth,
Licious

Sector:
F & B

Aakil Mehta

Strategy and Ops,
Revolut

Sector:
Fintech

Harshith Mallya

Founder's Office,
CoinDCX

Sector:
Fintech

Pratham Mehta

Business and Product,
CRED

Sector:
Fintech

Varun Kashyap

Strategy,
Razorpay

Sector:
Fintech

Madhuparna

Chief of Staff,
TrueCaller

Sector:
Tech Info and Internet

Sanchit Tripathi

Founder's Office,
Grapevine

Sector:
Tech Info and Internet

Nilesh Raj

Growth,
Stable Money

Sector:
Wealthtech

Vinay Sharma

Product Strategy,
Porter

Sector:
Delivery/Logistics

Anusha Aravind

Associate Director,
Delhivery

Sector:
Delivery/Logistics

Sumit Daga

Associate Director,
Zepto

Sector:
Quick Commerce

& 50+ more

04 Marketing

Shubhika Jain

Brand Marketing Lead,
Zomato

Sector:
Delivery/Logistics

Subhash Dawda

Head of Marketing,
Razorpay

Sector:
Fintech

Tanya Sharma

Associate Director,
Urban Company

Sector:
Technology & Internet

Aninda Halder

Marketing Strategy,
MasterCard

Sector:
Financial Services

Akram Ali

Marketing Coordinator,
CloudIT!

Sector:
IT Consulting

Radhika Dua

Senior Apps Specialist,
Google

Sector:
Software

05 Venture Capital & Venture Debt

Srinita Mitra

Senior Investment
Manager,
GrayMatters Capital

Sector:
Venture Capital

Akshit Khanijo

Associate,
12 Flags

Sector:
Venture Capital

Meet Kotak

Investment
Professional,
ITI Growth Ventures

Sector:
Venture Capital

**Monark
Moolchandani**
Investment Team,
Tanglin Venture Partners

Sector:
Venture Capital

Sunil Cavale

Investment Manager 2,
Speciale Invest

Sector:
Deeptech

Aishwary Thakur

Investment Manager,
JAFCO Investment

Sector:
-

& 50+ more

Mesa Startup Lab

Build your own startup
and get incubated at
Mesa

Mesa Startup Lab (MSL) is Mesa's in-house incubation lab for students who are serious about building and pursuing a career in entrepreneurship.

It is designed for founders at any stage of their journey, from early idea to scaling an existing venture. Within MSL, students can incubate their startups in a structured environment, avoid many common first time founder mistakes, and access the catalysts they need to launch and scale mindfully through guidance, feedback, and curated opportunities from Mesa's network.



₹5 Cr Startup Fund

Get funding to
launch ventures.

1:1 Founder Mentorship

Directly from 100+
startup leaders.

Pitch to Top VCs

Present to 50+
investors.

Guided Startup Journey

0-1 with structured
mentorship.

The MSL journey

Every founder's path is different, but the inflection points are universal. At MSL, founders are guided through five stages of building:

Foundation

gain deep clarity on the problem and purpose.



01

PMF signal

test traction and shape product market fit.



03

Fundraise

craft the story, metrics and access needed for capital.



05



02

Build:

move from zero to one with real users.



04

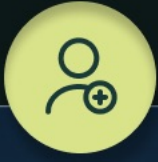
Growth:

scale distribution and strengthen systems.



Resources at MSL

Founder-Led Mentorship → Direct sparring with the MSL Leadership team.



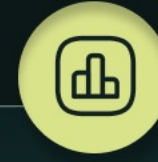
Founder-Led Mentorship

Shortlist the problems you want to work on.



Specialist Access

AI/tech generalists, growth and marketing operators.



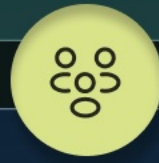
Investor Network

Curated introductions and fundraising readiness.



Mentor Bench

Leading operators and industry experts aligned to your milestones.



Workspace

Build with your team from our dedicated campus.



Partnerships & Credits

Startup tools, corporate connects, competitions.



Structured Check-ins

1:1 accountability, tailored to your journey.



Victory Fridays

Weekly peer updates and shared learnings – strong peer to peer support



Additional Building Time

Program hours intentionally carved out for your company's growth.

MSL Platform Team

Founders have access to on-demand, high-touch, personalised support

Product & Engineering

Brand & Content



Vatsal Sanghvi
1811 Labs



**Satvik
Paramkusham**
IITD, Build Fast
with AI



Hari Sankar
Glitch, Viacom 18



**Tanvi
Bikhchandani**
Stanford,
Tamarind Chutney

Performance Marketing

Quick & E-Commerce



Ankit Agarwal
Uber
South Asia



Sowmya Iyer
DVio Digital



Sushant Singh
Zepto, Cactus
Partners



Anirban Ghosh
Sugar, ITC, HUL

Product & Engineering

Brand & Content



Calvin Pinto
IIMA,
Incredabrew



Pankit Desai
Sequaretek



Manish Advani
B, Elevation
Capital



**Joseph
Sebastian**
ISB, Blume,
Citibank

— Idea Lab Sprint

Idea Lab Sprint is Mesa's entry-level incubation sprint for students who are very early in their building journey.

Over 6 weeks and 60 hours of dedicated building time, students move from founder self reflection to identifying a commercially viable problem statement, talking to 20+ potential customers, and launching a scrappy MVP in the market.

The sprint is integrated with the Entrepreneurship course and runs with structured support: pre-work on founder fit, weekly mentor check ins, guided sessions on ideation, rapid prototyping, business models and pitching, and clear milestones on customer insights and MVP progress. By the end of the sprint, students walk away with a validated problem, an early version of their product, sharper founder mindset, and, for the strongest teams, a pathway into the Mesa Startup Lab (MSL) Select program.



Session	Topic/Objective	Outclass Activity	Submission
Session 1	Founder Fit	Founder Interviews + Self Reflection	Entrepreneurial CV
Session 2	Ideation & Idea Selection	Talk to 20 customers & some industry experts	Idea Statement
Session 3	Refining the Idea & Build Scrappy version of MVP	Launch a scrappy version + Test with initial customers	MVP Prototype
Session 4	Become an Industry Expert	Benchmark 2 real startups's business models in same sector	Lean Canvas
Session 5-7	Design what your final MVP will look like	Test your final MVP in the market, learn from your customers, and iterate based on their feedback.	Final Pitch Deck- Progress Made in ILS



Startups Incubated at Mesa



01



Mumbai Pav Company

MUMBAI
PAV CO.

By Tanay Agarwal & Jash Arora, Cohort 1

8 Cr Annualised
Revenue

5 Cr VC & Angel
round raised

Co-founded &
Incubated at Mesa



Mumbai Pav Company is a quick service restaurant QSR that delivers authentic Mumbai-style street food in Bangalore.

MPC was founded by Jash Arora & Tanay Agarwal, two students from the founding cohort at Mesa. They formulated, clarified & tested their business as part of Mesa Startup Lab, and have seen **tremendous growth in the last 1.5 years:** ▼

Raised 5 Cr in capital, with over 50% of their investors coming from the Mesa network



Scaled from 1 flagship store in August 2025 to **5 bustling stores** across Bangalore by November 2025, with plans to scale to 15 by March 2026.

Achieved a **50% Month 3 repeat rate**, while the industry benchmark sits at 12-13%



Have opened their own **headquarters in Bangalore**, scaling the team accordingly

“ One of the biggest lessons I took away from Mesa was the importance of doing one thing really well. Focus over diversification is something we kept hearing in class, and it shaped how we built Mumbai Pav Co. We learnt to double down on what was working instead of chasing every new idea. For instance, we worked on how to design marketing campaigns and even built a loyalty campaign that directly informed how we think about retention today.

When we started raising, the Mesa network made a very real difference. Almost 50 percent of our cap table is made up of angels we met through Mesa, including people like Mohit Gulati, Anand Sinha, Varun Limaye and more.

Many of them first came in as mentors and CXOs who taught in class. As we grew, we took up our own office and scaled the team, and at every step Ankit Agarwal was deeply involved in getting us funding ready.

We were connected to lawyers, helped in understanding term sheets, and got to apply everything we learnt in the VC classes to our specific round. From deciding round size to building FOMO and closing the offer on the right terms, Mesa was there through it all ”

———— Tanay Agarwal, Co founder





Fabinvest

By Aravind M, Cohort 1



110+ Cr in Assets
Under Management

20k investors
reached

15% repeat
investors

Fab Invest is a Real Estate Investment platform that facilitates small and mid-scale investors to micro-invest in premier real estate projects, earning up to 18% Returns per annum from these Investments.

Founded by Aravind M and incubated during his time at Mesa, Fab Invest has now managed assets upwards of 110 Cr.

Through his time at Mesa, Aravind networked heavily, pitching his idea and getting feedback from VCs and startup leaders that came to campus. He also raised capital as part of Mesa Startup Labs at a crucial time during their expansion, and streamlined processes with the help of Ankit – Co-founder at Mesa.

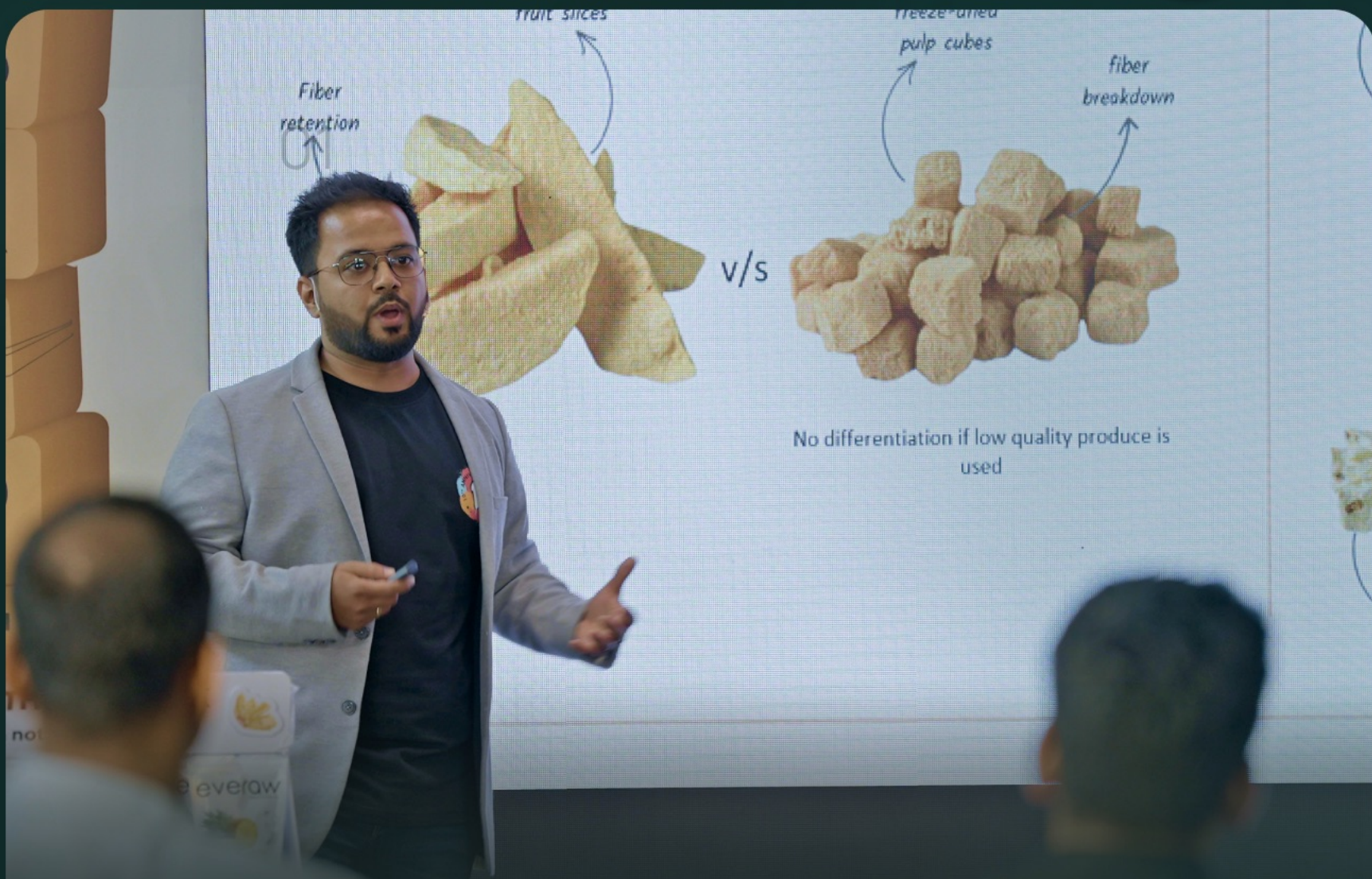
Through their journey, they've had many learnings along the way - from what the ideal investment amount should be, to learning deeply about the mindset of different personas.

“ Entrepreneurship is not an easy journey at all - barely 1% of startups make it. A lot of founders go through a rough time in the initial 2 years, and this can be testing. If I were to leave a thought with future Mesa students at the start of their journey, it would be to start something they are truly passionate about, that they really want to build.

Ideas and execution can also be poles apart. In the end, it is only 10% what the idea is, and 90% how you execute it. ”

— Aravind M





Everaw Nutrition

By Lucky Soni, Cohort 2



6 Lakhs + in
Monthly revenue

Hero product
piloted & scaled at Mesa

Lucky, co-founder of EverRaw, is building **a kid-first clean label nutrition** brand focused on a simple trifecta: high protein, low sugar, and kid-friendly products. The brand operates primarily in nut butters and spreads because they are convenient, versatile, and easy for children and adults to consume. As he puts it, “If a kid grows up listening to Led Zeppelin, chances are they will like it as an adult too. The same goes for healthy eating habits.”

EverRaw's signature range is Super Spreads, which contributes about 78 percent of revenue, and it was piloted, launched, and scaled during Mesa's business building sprint, BYOB.

Lucky entered Mesa at the ideation and family-and-friends sampling stage. The first public feedback came at Mesa's pitch showdown, which he won through public voting. That win triggered structured testing.

Within days of the BYOB briefing on 2 July 2024, Lucky and Yash defined a new child-focused spread concept and began rapid prototyping on campus. Over 10 weeks they reached roughly 500 customers and generated about ₹2.5 lakh in revenue, using the sprint to test pricing, flavours, and packaging without brand pressure.



Anupam Mittal with Everaw
SuperSpreads during Lucky's
Mesa **Shark Tank pitch**

“ I used Mesa’s ecosystem selectively and deeply. The mock pitches and investor forums asked the tough questions and forced precision. Marketing Basics across two terms nailed the difference between a need and a want.

The VC class with Mohit Gulati gave me that outside-in investor view and term-sheet literacy, GTM with Prof. Ray Titus shaped how we think about cross-sell, upsell, and packaging.

Through BSL, working with Epigamia showed me, ground-level, how scaled product development, labs, and teams actually run.

On the business side, we closed about ₹6 lakh in October without burning hard. Our AOV is above ₹1,000 and the near-term target is to cross 1,000 orders a month. Soon, we plan to raise our first checks and make EverRaw a pantry staple for our target households! ”

———— Lucky Soni



01 4

3

Engagement & Consultation S

1. Appointment Scheduling
2. Lack of trust and knowledge
3. Payment Methods

WAVE

By Aastha Gupta, Cohort 2

1000+ Monthly Active Users

Investment banker turned AI founder

WAVE.

INNOVAT

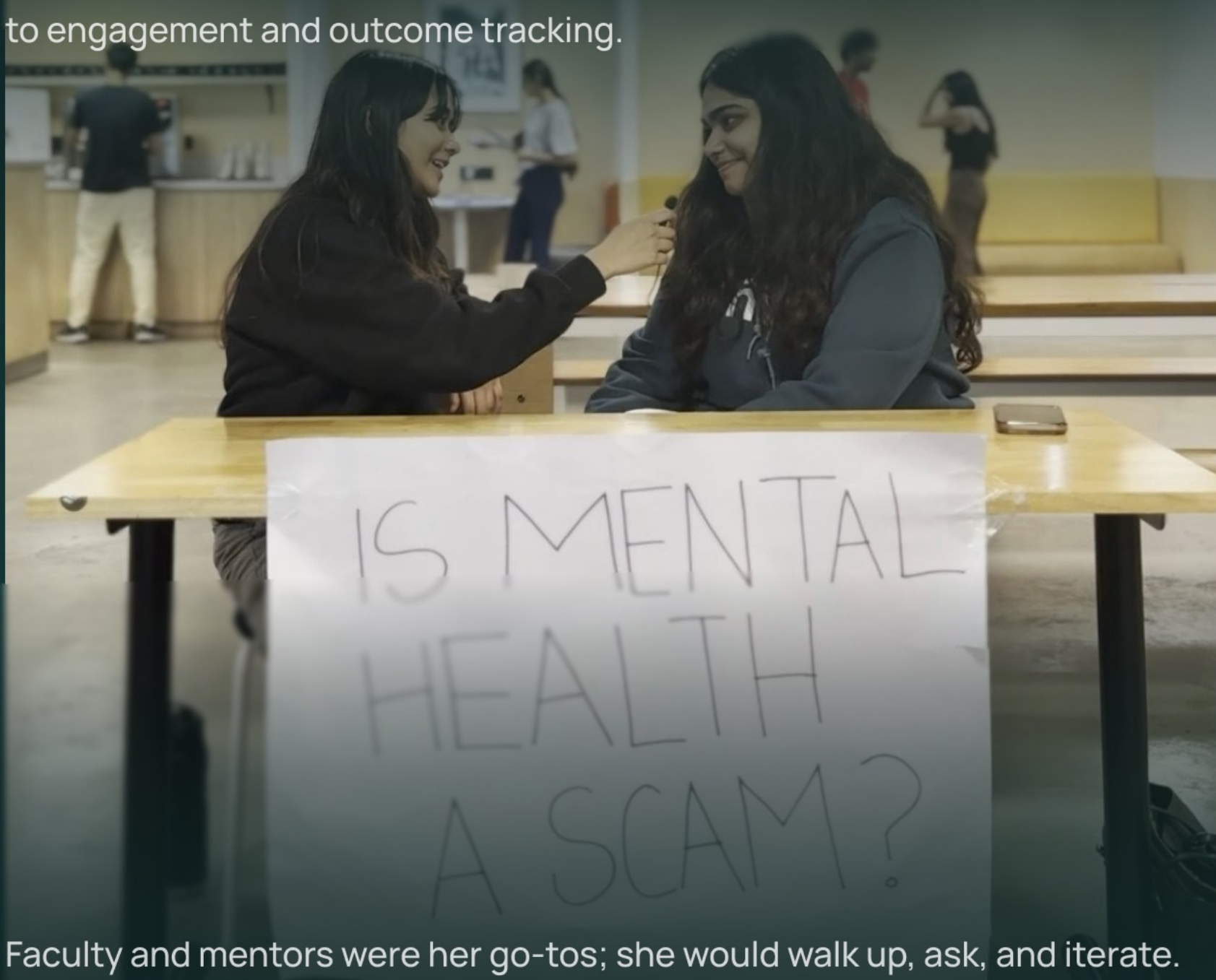
Aastha (Cohort 2) is building WAVE, an AI companion that acts like the friend you text when you feel anxious. Her lens is emotional wellness, not clinical illness. The aim is to deliver outcome-oriented, accessible, low-friction support as a quick first layer of intervention.

Aastha had ISB YLP in play but chose Mesa after speaking with Cohort 1 and truly understanding the ethos of Mesa. She wanted a builder-first path, not a credential-first path – she already liked her investment-banking role but picked Mesa to start building quickly, with faculty access, fast feedback, and live market exposure.

From idea to 1,000 MAUs and an AI product

She arrived in Term 1 with a broad, slightly wacky self-help app idea with gamification, but early sessions with Ankit and Varun pushed “go to market quickly,” so she spent weeks talking to users first and meeting therapists and operators. **A class conversation with the Supertails founder Aman Tekriwal made her obsessed with retention, shifting focus from acquisition to engagement and outcome tracking.**

She arrived in Term 1 with a broad, slightly wacky self-help app idea with gamification, but early sessions with Ankit and Varun pushed “go to market quickly,” so she spent weeks talking to users first and meeting therapists and operators. A class conversation with the Supertails founder Aman Tekriwal made her obsessed with retention, shifting focus from acquisition to engagement and outcome tracking.



Faculty and mentors were her go-tos; she would walk up, ask, and iterate. From a non-technical background, she assembled the right help, learned from practitioners, and launched WAVE as an AI companion that feels like the friend you text when anxious. She went from her early “NRI therapy” concept to a live product with about 1,000 monthly active users, improving it through small releases and user conversations.

The first VC pitch was scary; soon she could pitch without heavy prep. Her opportunity to act as an analyst and pitch to Sajith Pai at Blume Ventures became an inflection point, and later she saw inbound interest from Titan Capital and Nexus Venture Partners.

Alongside the business work, she did things that made her uncomfortable, from elections and public Q&A to a trek and outdoor leadership. The result was confidence, resilience, **and a founder mindset grounded in fast learning and visible progress.**

Today, WAVE positions itself as a first-layer companion for everyday emotional distress, designed to be always available, low friction, and outcomes-driven. The product roadmap continues to be shaped by user conversations, therapist input, and a retention-first mindset.

“ All year I did things that made me uncomfortable. I asked a question in a room full of people when I was scared, I ran in elections and won VP, I pitched to VCs without ever having done that before, and it built resilience and a founder mindset.

In Term 1 every single class taught me to talk to users first, so I stopped keeping an idea book and started shipping. My first VC pitch I called a friend and said I am so scared, and now I am at a point where I am not even over-preparing for pitches. I am what I call a “power user” of Mesa. I learned to be delusional but realistic. ”

———— Aastha Guptha



Venture Capital Exposure

This experience helps students:

Mesa gives students structured exposure to the investor ecosystem through dedicated Investor Days on campus, where they pitch their ideas to VCs from early stage funds. In these closed-door sessions, students present their businesses, respond to challenging questions, and receive direct feedback on their model, metrics and clarity of thought.



01

Practise high stakes pitching in a professional setting

02

Experience the depth and rigour VCs expect from founders

03

Identify gaps in their business and become funding ready

04

Build real relationships, with some teams even securing follow up meetings with investors

Our students frequently engage with VCs on and off campus, strengthening their skills in crafting investment theses, building pitches, and thinking like VC analysts.

01 Choose a pre-seed company & build an investment thesis on them.

02 Work with a VC mentor to refine your thesis and strengthen your research.

03 Present your investment case to a panel of VCs at their office.

04 Engage in a feedback session with investors receiving critiques to improve.

“As someone who wants to break into VC, playing the role of an Analyst at Blume Ventures for a week was a litmus test for me. I was keen to find out if I had what it takes, and this experience cemented my ambition of a career in Venture Capital. We spent time getting deep insights from Sajith Pai on how VCs think, what the process of deal sourcing looks like, and how they evaluate - it was a very valuable interaction overall.”

Nihit Jain
Cohort 2



“I was impressed with the thinking & quality behind the students’ investment thesis. Their presentations were intriguing enough for me to ask my analysts to look into these companies!”

Sajith Pai,
Blume Ventures



VC's on Mesa Campus



Sahil Dhigra

VC, Riverwalk Holdings



Arjun Vaidya

Co-founder, V3 Ventures



Namita Dalmia

Co-founder & Partner, Enzia



Poorvi Vijay

Vice President, Elevation Capital



Namit Chugh

Principal VC, W Health Ventures



Susmit Patodia

Director, Antler



Pratik Poddar

Partner, Nexus VP



Romit Mehta

VP, Lightspeed India Partners



Dhairen Tohlia

VP, Alteria Capital



Sunitha R.

Ex-President, Lts Venture



Bipin Shah

Partner, Titan Capital



Neeraj Jain

Founder, Value Angels Network



Kislay Sahswat

Principal, Lumikai Fund



Joseph S

VP, Blume Ventures

& 50+ more



Scan to know more about
the Program and Curriculum



www.mesaschool.co