

Ishan Gore

Summary

Aspiring Venture Capital, Private Equity Professional and **IIM Ahmedabad-MBA** candidate with an **intrapreneurial track record** of managing end-to-end business operations. I am transitioning into **investment relations, analysis, and fundraising**, leveraging 4 years of cross-functional experience where I served as the de facto lead for two years.

My "builder-to-investor" perspective is grounded in a proven ability to scale operations including executing India market entry for global golf brands. I combine this high-stakes leadership experience with rigorous financial training in Business Valuation, Financial Modelling, and Alternative Investment Fund Management.

Qualification	Institute	Year
MBA (pursuing)	Indian Institute of Management, Ahmedabad	2024-2026
B.E (Mechanical)	BMS Institute of Technology & Management, Bengaluru	2021
XII, CBSE	Kendriya Vidyalaya Hebbal, Bengaluru	2015
X, CBSE	Kendriya Vidyalaya Jamnagar	2013

Work Experience

(50 Months)

Clubworks Golf, Bengaluru

(50 months)

Manager

Feb '21-March '25

- Led cross-functional teams and end-to-end business strategy as part of general management, driving ~20% YoY revenue growth through pricing, portfolio, and operating model improvements.
- Owned India market entry and GTM strategy for three global golf brands, including vendor negotiations, margin structuring, and lifecycle management.
- Managed international sourcing, logistics, and customs across the US and Asia, improving delivery timelines 3× and reducing costs by ~15%.
- Built and scaled B2B and e-commerce operations, improving customer retention (+15%), AOV (+15%), and overall profitability (+7%).
- Drove data-led marketing, KPI tracking, and cross-functional execution across sales, operations, and customer experience.
- Acted as the primary liaison with founder, external stakeholders, and regulatory authorities, ensuring alignment across strategy, execution, and compliance.
- Oversaw working capital, cash flow, and inventory planning, improving liquidity management and decision-making across growth cycles.
- Led crisis resolution and high-stakes client engagements, managing escalations across logistics, vendors, and customers with minimal business disruption.
- Progressed from an early intern-level role to a managerial position through consistent high performance, taking on increasing ownership across strategy, revenue, and general management.

Additional Certifications	
	- CFI Corporate Finance Foundations Professional Certificate - Linkedin Certificates in Business Valuation, Forecasting Financial Statements, Financial Modelling. - CFI Financial Analysis & Modelling Professional Certificate (Due to be completed by Feb 28th '26) - NISM Series XIX-C: Alternative Investment Fund Managers Certification (Due to be completed by March 30th '26)

Interests / Extra-Curriculars	
Elected Student Representative (IIMA)	Served as one of two Class Representatives and a member of the Student Council, representing student interests, coordinating with faculty, and supporting administrative initiatives.
Semi-Professional Photographer	- Executed projects for aerobatic (civilian & military) teams at various Aero India editions. Projects/clients include Indian Air Force, French Air & Space Force, Yakovlevz. Published imagery as part of articles by U.S Navy & Manorama Online. - Covered professional golfers during various international golf tournaments.
Competitive Amateur Golfer	Trained to pursue golf since age 13, competing in various junior & amateur golf tournaments under the aegis of the Indian Golf Union.

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