



**Gaurav Attri**

Product Career Coach

# **SNAPDEAL LOST** **95% OF ITS USERS**

**THE REASON WILL SHOCK YOU**



**KUNAL BAHL**  
**FOUNDER - SNAPDEAL**







**Gaurav Attri**

Product Career Coach

He cracked **Wharton at 17**,  
**interned at Microsoft, Visa**  
denied. He came back to  
India and built a unicorn  
instead.



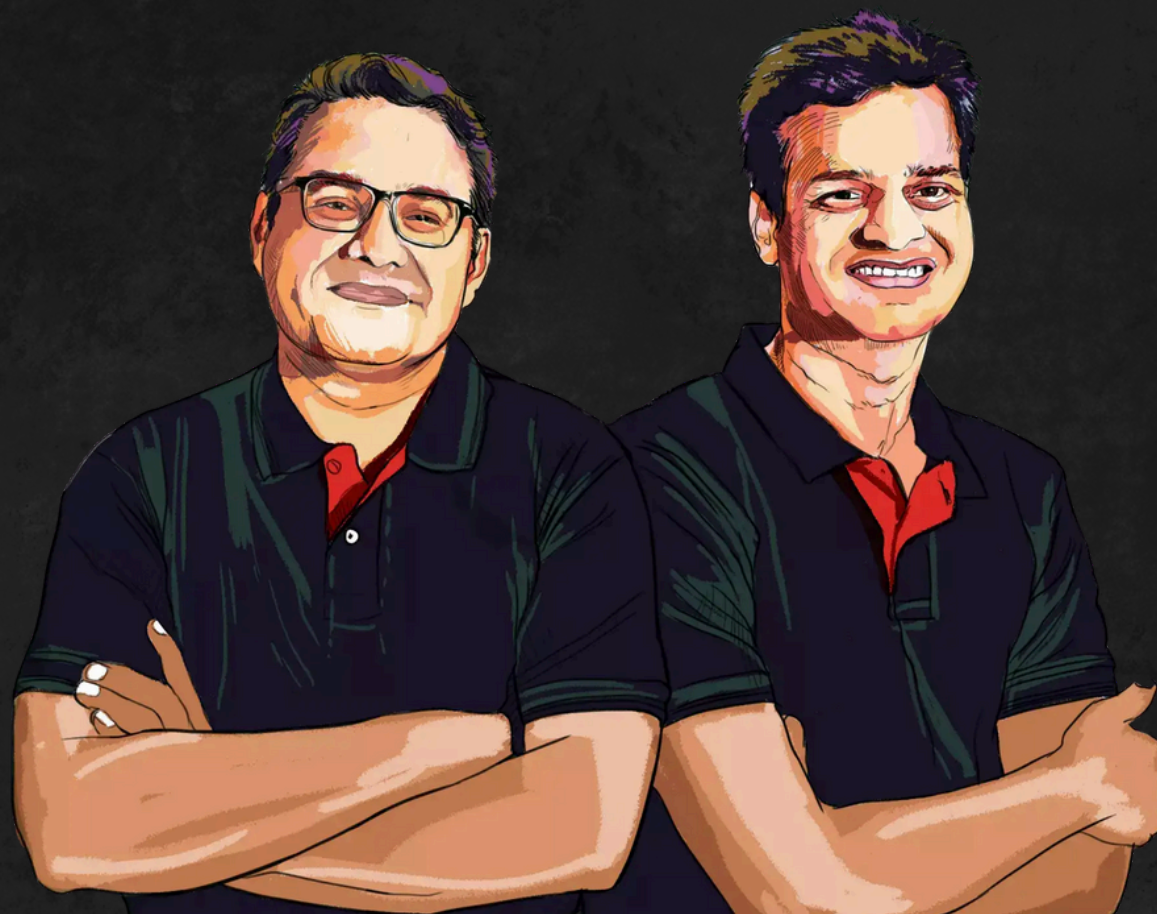




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He met **Rohit Bansal**  
**(Snapdeal co-founder)** at  
DPS RK Puram. That bond  
built a billion-dollar  
company.







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Product Career Coach

# SNAPDEAL STARTED WITH **PHYSICAL COUPON BOOKLETS**, NOT TECH.

He literally **walked salon to  
salon** convincing them to join.







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# **IN 2014** SNAPDEAL WAS INDIA'S E-COM **ROCKET.**

Valued at **\$6.5 Billion** in 2016

Backed by **SoftBank, eBay,** and  
**Kalaari Capital**







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➔ After Snapdeal's near-death,  
he **shut 10+ businesses, laid  
off hundreds** — and still  
chose to rebuild instead of  
sell.







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With Titan Capital, Kunal  
now backs **200+ Indian  
startups** — including  
Razorpay, Ola, Mamaearth,  
and Urban Company.

The logo for Razorpay, featuring a blue stylized '1' followed by the word 'Razorpay' in a bold, blue, sans-serif font.The logo for Mamaearth, with the word 'mama' in blue and 'earth' in green, both in a lowercase, rounded, sans-serif font.The logo for Urban Company, featuring a black square with the letters 'uc' in white, followed by the words 'Urban Company' in a black, sans-serif font.





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# SHARK TANK GRIT

Kunal joined Shark Tank India S3 as a new-age investor.

Known for **founder-first mindset, and clarity.** Not flashy — just sharp.







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# QUALITY THAT MAKES **KUNAL BAHL AN** EXCELLENT **PM**

He solves before he ships —  
Kunal Bahl listens deeply to  
**users before building**  
**anything.**







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**100+ Success Stories**

**GET INTO 1:1 DEMO CALL  
AND BREAK INTO PM ROLE**

**Link In Comments**

