

ABHILASHA MITTAL

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PROFESSIONAL SUMMARY

Private equity and M&A lawyer moving into strategy consulting, with an investor's view of how businesses are valued, diligenced and negotiated. Across four years of practice, including at Trilegal, led 20+ investments and acquisitions worth ~US\$150M – framing ambiguous problems, testing them through diligence and bringing founders, funds and executives to a decision. At AIM: ADB full scholar, Dean's Lister and cohort External Vice President; co-author of an Ivey-published strategy case; and builder of generative AI tools in Claude Code.

EDUCATION

MBA – Asian Institute of Management, Manila

(January 2026 – December 2026)

- Asian Development Bank (ADB) Scholar on a 100% scholarship; Dean's Lister, Terms 1–3; elected External Vice President of the cohort. Coursework: Strategy, Marketing, Corporate Finance, M&A, Sales Management.

B.A. LL.B (Honours) – Jindal Global Law School, Sonipat

(2021)

- CGPA 7.03/8.00. Enrolled with the Bar Council of Punjab & Haryana (2021). Standard XII: 94%; Standard X: CGPA 10.00/10.00.

MBA PROJECTS AND PUBLISHED WORK

- **Published case – Ivey Publishing:** Co-authored “Anuti Jewels: Balancing Omnichannel Growth and Operational Agility” with an AIM professor and an Ivey professor, examining how a jewellery brand can scale omnichannel sales without losing operational agility.
- **Marketing – HERA (top-scoring class project):** Surveyed ~100 consumers and translated the findings into the target segment, positioning and value proposition for a female-focused energy drink.
- **Valuation and investment strategy:** Built DCF and trading-comparables models for Cebu Air, Shakey's and Shang Properties to underpin a fund-allocation recommendation in a finance teaching case developed with AIM faculty.
- **Go-to-market strategy:** Developed the go-to-market plan and investor pitch for an AI nutrition startup (Yale Africa Startup Review) and a circular-economy business model for desalination brine (Taiwan–India Business Pitch Competition).
- **Wealth OS – AI financial operating system (Claude Code):** Designed a generative AI wealth platform that unifies investments, cash, liabilities, goals and investment policy; its AI CFO answers questions from deterministic calculations and verified data, runs scenario analysis and is guarded against fabricated figures – saving ~15 hours a week of manual financial consolidation.
- **MBA Elective Dashboard (Claude Code):** Created an academic management system linking course outlines, timetable, assessments, deadlines, reminders and grades, with automatic GPA calculation.

PROFESSIONAL EXPERIENCE

Freelance Corporate Lawyer – with Aditya Singha (Remote)

(November 2025 – Present)

- Counsel founders of two venture-backed startups through three seed-stage financings (~US\$1.5M), shaping investor terms and deal structure.

Associate, Corporate (PE/VC) – Goyal & Goyal, New Delhi

(November 2024 – July 2025)

- Led four venture investments (~US\$15M) across logistics, consumer and space-tech from term sheet to closing, coordinating founders, investors and diligence teams while supervising two junior associates.
- Converted diligence findings into negotiated investor protections on deals including 91Trucks' US\$5M Series A and SIDBI Ventures' US\$3M investment in VAHDAM India, both reported by Bar & Bench.

Associate, Corporate M&A – Amicus Services (corporate law firm), New Delhi

(October 2023 – October 2024)

- Ran M&A and investment mandates worth ~US\$24M as primary client contact, advising on structure and risk for an ~US\$11M share sale between insurers, a cross-border pharmaceutical acquisition and the full sale of a distillery to a foreign buyer.
- Managed documentation and diligence on ~US\$70M of structured credit, including Piramal Performing Credit Fund's ~US\$23M investment in Transaction Solutions International.

Associate, Corporate Transactions – Trilegal, New Delhi

(May 2022 – September 2023)

- Delivered finance, employment and IP diligence on an NBFC's ~US\$45M investment in an auto-components company, an insurer's acquisition of a majority stake in a competitor and an NBFC's investment in an electric mobility company.

Associate, TMT – Bharucha & Partners, New Delhi

(July 2021 – May 2022)

- Advised Ekta Kapoor's production house on regulatory compliance for the live-streamed show 'Lock Up', and worked on a software company's majority-stake acquisition and a bank's multi-city property diligence.

SKILLS AND INTERESTS

- **Problem solving:** issue structuring, fact-based analysis, customer research, synthesis into recommendations
- **Deals and finance:** valuation (DCF, comparables), due diligence, risk assessment, deal structuring, negotiation
- **AI and tools:** generative AI applications in Claude Code, including an AI contract-review skill that cuts review time by ~5 hours per document; Excel modelling; PowerPoint
- **Sectors:** financial services, insurance, consumer/D2C, logistics, pharmaceuticals, real estate, media
- **Interests:** National-level chess player; professional Bharatanatyam dancer (14 years); travelled to 11 countries