

THE VC ACADEMY

by **ASISA.VC**

Venture Capital & Startup Career Handbook



Contents

- Introduction
- Players in the Ecosystem
- A “Six” Step Approach
- A Word to Those with Foreign Degrees
- What Should You Be Reading & Following

India's startup ecosystem is a dynamic, fast-evolving landscape that's reshaping the country's economic future.

With over 1.5 lakh startups, 117 unicorns, and a projected year-on-year growth of 12-15%, this ecosystem is a powerhouse of innovation, opportunity, and career potential.

Whether you're a student looking for an internship, an early professional looking for a break into VC &, or a global Indian returning with an international degree, this handbook is your roadmap to thrive in this exciting space.

Players in the Ecosystem

“Breaking into VC” is not the only worthy ambition. Many fulfilling roles exist around VC.

Working in a high-growth startup, a sector-focused accelerator, or even a founder advisory firm can:

- **Act as a stepping stone to a VC role**
- **Provide a rich, fulfilling career path of its own**
- **Let you work closely with entrepreneurs, investors, and decision-makers**

VC Firms

- 1500+ VC firms, family offices and HNI offices
- Plus scores of firms who have India focused teams based outside India.
- Annual investment typically 10-20bn \$ in the country
- New job addition every year estimates: 500 - 700

Startups

- ~1.5 lakh startups with 15 lakh employee base
- 40-50,000 new roles every year
- Key VC adjacent roles include founders' office, fund raising, business development or growth, investor management

Accelerators/ Incubators

- 1200 + in India
- Nurture startups at different stages with mentorship, workspace, and networking
- Relevant roles include program coordinators, startup mentors, or analysts - which involve evaluating startups or managing cohorts

I-Banking Firms

- Include marquee names as well as very niche sector focused firms
- Very vibrant sector
- Total number of firms in several thousands creating ~ 5000 jobs every year across the spectrum
- Analyst or associate roles focused on deal structuring, due diligence, or market research

Consulting Firms

- Names include blue chip global consultancies to niche (sector or function) setups
- Specialized consultancies offer startups guidance on strategy, operations, and compliance
- Annual job creation: ~2000
- Analyst or Associate roles

A Six Step Approach

***Preparing For a VC and Startup
Career***



1 Leverage Internships

- **Seek internships in VC, startups, incubators, or advisory firms through platforms like Internshala, AngelList, or LinkedIn.**
- **Even unpaid & remote internships can provide hands-on experience.**
- **Volunteer for sector research**
- **Treat internships as auditions: Take initiative, deliver results, and build relationships that could lead to full-time offers.**
- **Document your contributions to showcase impact on your resume.**

2

Build Relevant Skills

- **Technical Skills:** Learn data analysis (Excel, SQL), financial modeling, and industry analysis
- **Soft Skills:** Hone communication, adaptability, and lateral thinking, as the Ecosystem values quick learners who thrive in ambiguity.
- **Industry Knowledge:** Stay updated on startup trends, funding rounds, and emerging sectors like AI or cleantech.

3

Get Certifications

A layer of relevant certifications on top of your academic degrees demonstrates your commitment to the profession, and your drive to achieve your target.

Most of these firms are small (5-10 in number of employees); therefore they are not equipped to train and mentor new employees. They expect them to deliver from day 1...external certifications give them that comfort and make you stand out.

How “The VC Academy” Program Can Support Your Journey

The VC Academy program is designed to empower aspiring professionals like you to excel in the VC and Startup ecosystem. Through a comprehensive curriculum, you'll gain:

- **Expert Teachings:** Learn from an industry veteran about startup evaluation, concepts, term-sheets/ valuation, funding strategies, and market trends
- **Deal Room exercises :** Test your knowledge and reinforce key concepts in a practical way.
- **Real-World Case Studies:** To apply in an end to end case

[Visit the Webpage by clicking here.](#)

4

Find Mentors

Identify mentors within the venture capital or I- banking industry who can guide you on your learning process, provide references and maybe even introduce you to opportunities.

Numerous accomplished professionals are eager to give back to their industry and mentor others; do not hesitate to reach out and seek their guidance. If they don't have time, they will refuse – you have nothing to lose.

5

Hone Your Story & Develop Online Presence

Honing your personal story is not only about crafting a narrative with right words or language for persuasiveness... but it also involves candid assessment of your situation and identifying gaps for prompt and effective corrective steps.

1. Create your professional presence on LinkedIn

2. Run a blog when you have accumulated a substantial level of knowledge

Establishing an online presence is imperative. Recruiters universally conduct preliminary online assessments before interviews

6 Reach to VC Firms and Startups You Want to Work with

VC firms and high impact startups don't hire via campus-style drives.

The hiring is scattered and network-driven; they bring in people who've reached out directly, and as mentioned, very importantly who already have the skills to contribute from day one.

Create an excel of Notion based CRM to reach out to the target firms, and run the process diligently.

A Word to Those with Foreign Degrees & No Indian Experience

1. **For young Indians with foreign degrees, even from Tier-2 colleges in Canada, Australia, the UK, or elsewhere – the Indian startup ecosystem is a welcoming and rewarding space. Unlike traditional industries, startups value international exposure and lateral thinking, making global Indians acceptable.**
 - a. **Startups Value the international perspective: Your exposure to global markets, diverse cultures, and innovative practices is a competitive edge. Startups, especially those eyeing global expansion, seek this mindset.**
 - b. **No Bias Against Foreign Degrees: The ecosystem prioritizes skills and hustle over institutional prestige or a local degree.**
 - c. **Fit for Dynamic Roles: Roles in product management, growth hacking, or strategy require creative problem-solving and adaptability – qualities honed through international education and internships.**
2. **Highlight international experiences, and emphasize transferable skills from abroad, like market research**
3. **Network with Indian startup communities abroad (e.g., TiE chapters) to connect with founders before returning to India.**
4. **Apply to startups with global ambitions (many startups have that from day 1) that would value international insights. Use your foreign degree to target roles where global exposure is a plus.**
5. **For global Indians, the VC Academy adds a vital Indian layer to your international degree and experience, making your profile highly relevant to the Indian ecosystem.**

What Should You Be Reading & Following

Books

- The Power Law
- Zero to One
- Startup Idea Shaker
- Secrets of Sand Hill Road
- The Hard Thing About Hard Things

Podcast/ YouTube

- The Neon Show by Pitchdeck Asia
- The Indian Dream
- Prime Knowledge by Prime Ventures
- Blume Ventures Podcast

Newletters & Media

- The CapTable
- Finshots
- Prajna Capital
- Morning Context
- Inc42
- YourStory